A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

November 6, 1967

Where U.S. stands in 49 major markets

Computer searches for export sales

New schedule offers 31 overseas promotions

Trade situation as NFTC sees it

International Trade Winds

Company News

COMMUNICATIONS—General Telephone & Electronics International, Inc., a subsidiary of General Telephone and Electronics Corp., New York, has received a $1 million contract to provide a microwave system to triple the capacity of Panama's existing telecommunications network. The 240-mile system will provide advanced communications between Panama City and David, in the western part of the country, with a connecting link from David to Costa Rica. The contract was awarded to GT&E by Communicaciones, S.A., which operates most of Panama's long-distance telephone system.

ENGINEERING—Ken R. White Co., Denver, will prepare a phased plan for the development of hospitals in the metropolitan Saigon, Viet-Nam area, under a contract awarded by the Agency for International Development. White holds the contract in a joint venture with Whiting Associates International. Detailed surveys will be made of the 10 existing hospitals in Saigon, and the eventual plan will recommend steps for hospital modernization and improvement.

ELECTRONICS—Laboratoire Central de Telecommunications, French subsidiary of International Telephone and Telegraph Corp., New York, has announced plans for a new electronic research laboratory, to be built near Paris. The new facility will explore the frontiers of space communications, develop advanced versions of lasers, and investigate new methods for high-speed all-electronic telephone switching. Completion of the laboratory is expected in mid-1969. ITT also maintains large research labs in England and in the United States.

CHEMICALS—The Houdry Process and Chemical Co., a division of Air Products and Chemicals, Inc., Allentown, Pa., has signed an agreement with Kawatetsu Chemical Co., Ltd., for the use of the Houdry "Litol" process in a benzene plant to be built near Mizushima, Japan. The plant, set for completion in late 1968, will convert light oil from coke oven operations into high-purity benzene. The installation will be the third in Japan to use Houdry's processes.

Newsletter

"What do you get for your taxes, Mr. Businessman? Do you know what you pay for? Do you, for example, get full value from the U.S. Department of Commerce, the businessman's friend in government?" This is the way the Pittsburgh Commerce Institute is introducing a Nov. 17 seminar at which ten major service agencies within Commerce Department (including the Bureau of International Commerce) will describe their roles to 1,000 businessmen. Fifteen business and professional groups will welcome Secretary Trowbridge and his Commerce team.

Merging the techniques of trade missions and mobile trade fairs has become a popular export promotion. The state of Ohio is sending such a combined group to Brazil and Venezuela this month. It all began last year when New Jersey sent a mobile exhibit van/mission to Mexico and Central America. Then the American Exporters of Fashion went to Europe, a Texas Industrial Modernization group went to Australia and New Zealand, a Clothing and Textile Machinery unit went to the Soviet Union, Poland and Czechoslovakia, and Pan American World Airways followed with an Electronics promotion around South America.

Singapore, where 170 foreign companies are said to have put more than $100 million worth of manufacturing and export operations in the past five years, is telling its story in a new monthly newsletter aimed at U.S. businessmen. To learn about this Southeast Asia nation's economic resources, investment incentives and port facilities month-by-month write Singapore Investment Promotion Center, 219 E. 49th St., New York, N.Y. 10017.

How much is fact and how much is myth? A determination can be the first step toward a solution of the nagging problem of disparity in respective technological levels between the U.S. and Europe. That is why the current International Statistical Year, sponsored by the Organization for Economic Cooperation and Development, can be so important to our trade growth. The first survey report, now out, shows that for 1963-'64 the U.S. was spending about three times as much on R & D as Western European nations. Other OECD reports will follow.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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in this issue

The situation report is an important part of this magazine's service to its readers. Four of these are spotlighted on the cover: the situation for U.S. exports in the world's major buying nations in the latest of a continuing series of quarterly assessments; the situation in the Commerce Department's data processing program, as it aims at aiding U.S. exporters; the situation among Commerce's overseas export promotions, showing 31 ready for viewing or participation; the situation in the U.S. world trade community, as recorded at the 54th annual National Foreign Trade Convention.

November 6, 1967

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WORLD MARKET REPORT, PAGES 2-5

U.S. sales of goods rise in major markets

Faster pace set by competitors, however, reduces our share in most importing areas

Increased purchases from the United States were reported by the majority of the free world's principal importing countries during the latest 12 months for which current statistics are available. Our share, however, generally trended lower in these markets.

Gold and foreign exchange reserves of countries shown in the accompanying table were more than half a billion dollars higher at the end of June 1967 than a year earlier. Reflecting large gains in Argentina, Thailand, and Korea, the developing countries accounted for the greater part of the net increase. Substantial expansion for a few developed countries was partly balanced off by major declines elsewhere.

Most nations buy more

The bulk of the world's principal trading countries again expanded their imports in the past year. Among the developed nations, the advance was rapid only in Japan, Italy, Canada, and Norway.

Japan's fast rising industrial production required an increasing flow of commodities from overseas, the value of which climbed by 23% in the year ending August 1967.

Norway has stepped up its import pace in the last 12 months. The jump of one-fifth stemmed from large purchases of ships from Sweden earlier this year, as the Norwegian merchant fleet continued to undergo extensive modernization.

Italian imports continued to grow at a high rate as the economy moved forward. The automotive trade agreement with the United States was the major stimulating factor in the 13% rise in Canadian imports. Reflecting the slowdown in that country's economic growth, Canadian purchases from all sources have expanded at a lower rate since late 1966. A similar easing occurred in French imports due to a more moderate rate of economic expansion in 1967.

The most rapid increases in imports among the countries covered in this report were registered in Colombia, Brazil, and Pakistan, for countries reporting 1967 data. Colombia reported an extraordinary expansion of two-fifths for the year ending March 1967 as local buyers sought to replenish supplies reduced when tighter import restrictions were in effect. Sweeping import liberalization, expanding production, and a high level of internationally financed development projects have sparked Brazil's 31% import surge. The strong recovery in Pakistani imports was a consequence of the lifting of government restrictions and the U.S. aid embargo imposed during the period of hostilities with India.

Germany bought 4% less abroad, but there were signs that the country's year-long business slump was coming to an end. The United Kingdom showed a small increase in purchases in the year ending August 1967 as the government continued its efforts to limit economic expansion. The rise in imports was largely in purchases delayed last year pending termination of the temporary surcharge on certain foreign merchandise.

Economic slowdown also limited foreign buying by other important European importers. There was little gain in purchases by the Netherlands and Sweden. Although imports of Belgium-Luxembourg for the year ending July 1967 were higher by 8%, this was a much slower rate of advance than last year.

India and Israel were among the few developing countries importing less in the last 12 months. With a depressed economy and reduced output of export crops holding down foreign exchange earnings, arrivals of foreign goods into India fell by 9%. Israel's purchases were depressed through May by the fall-off in economic activity since the second quarter of 1966.

Imports from U.S. rise

Six of our top 10 country markets expanded their imports from the United States. Our relative position improved in 5 of the 10. Purchases from the United States were especially buoyant in Japan, Canada, and Australia. Imports by Japan, our second best customer after Canada, went up by 21%, a much faster rate than last year but slightly less than the change in its total imports. Strong demand for capital equipment and industrial materials were the key factors in the acceleration of Japanese trade with this country.

Further improvement in the high U.S. share of the Canadian market was attributed principally to the large advance in duty-free arrivals of autos under the agreement cited earlier. Australian purchases here recovered with a 12% gain after small erratic movements for a year. Imports from the United States rose much more rapidly than the total as the country resumed growth in 1967 and proceeded with expansion and modernization of its industrial plant.

A sizable gain occurred in French buying in this market, although it was much less expansive. Imports of U.S. machinery and transport equipment showed substantial increases, offsetting weakness in their purchases of our agri-

A report on the value of total imports into all of the major free world foreign markets for which current statistics are available, and the U.S. share of those markets, is published quarterly in INTERNATIONAL COMMERCE. *The preceding world market report appeared in the issue of July 31.*

A tabulation on these countries is given on pages 4 and 5. Current changes in world import markets and in the U.S. share, as well as changes in reserve holdings of various countries, are discussed herewith.

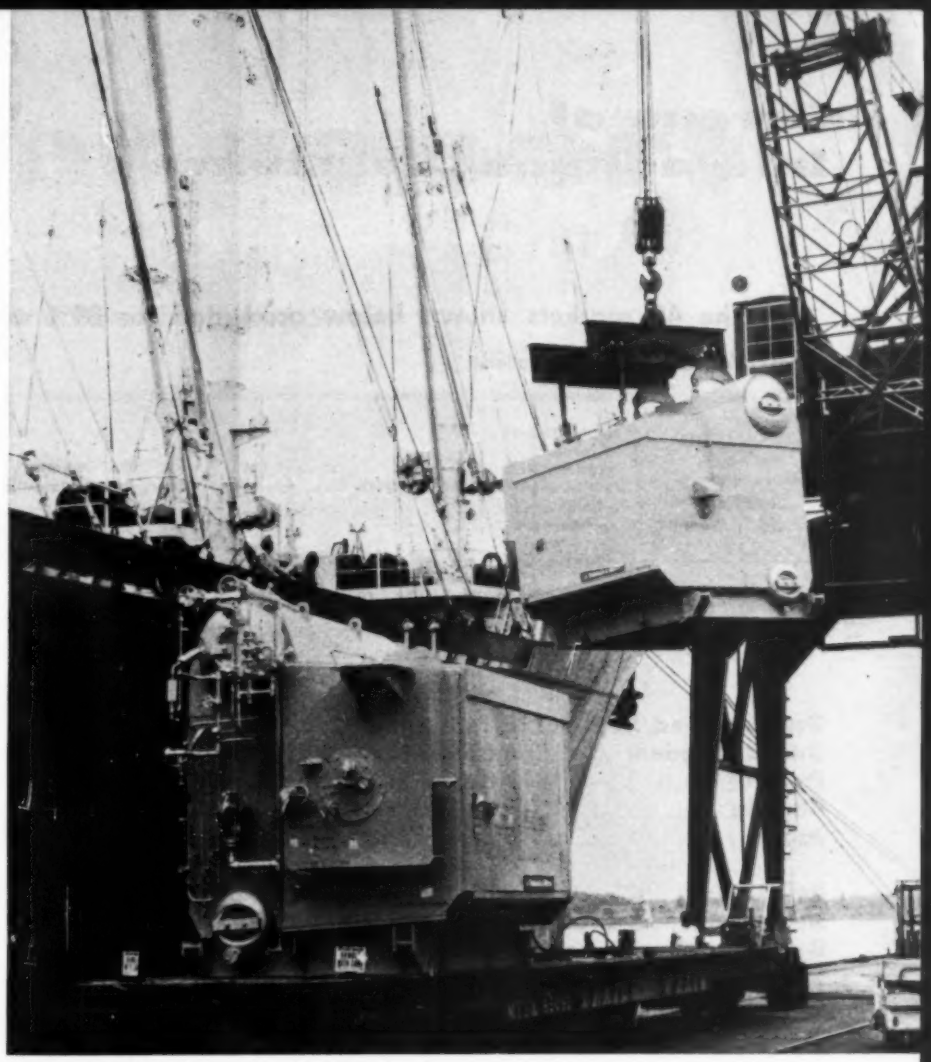
The article was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

cultural and other raw materials. In the depressed German market, a spurt in imports of tobacco helped improve the U.S. share, as arrivals from this country fell less than the total. While continuing measures to dampen demand for foreign goods, the United Kingdom has sought to move ahead with the updating of industry. This policy has led to increased machinery purchases here which, together with greater imports of U.S. aircraft, caused our share of the British market to improve.

Reduced demand for our corn and coal led to a slight fall in Italian imports from the United States, in contrast to that nation's generally growing foreign purchases. Smaller Swedish imports of this country's food, tobacco products, metallic ores, and metal scrap brought a share loss there. Our market position has also been under pressure in Denmark, partly because grain buying was shifted to Australia and the U.S.S.R. which were offering lower prices. Belgium-Luxembourg continued to increase imports from other countries faster than from the United States.

Among the developing areas, Hong Kong recorded a sharp rise in purchases here. The United States bettered its share position when the bulk of the Crown Colony's added imports of electric machinery came from this country and purchases of our chemicals and nonelectric machinery also increased.

In contrast, U.S. sales and share were both lower in a number of other developing countries, notably Israel and Taiwan. Israel reduced its American imports principally of machinery and transport equipment. Taiwan is continuing to shift its purchases away from the United States toward Japan, its major supplier in the past. The phasing out of U.S. economic assistance which began in June 1965 has given impetus to this trend.



TWO PACKAGE BOILERS, built by Babcock & Wilcox, leave Port of Wilmington, N.C., destined for Korea Nylon Co. Korea's foreign exchange reserves at end of second quarter reflect large gains over a year ago.

Reserves higher

Gold and foreign exchange reserves of the leading trading countries totaled $51.3 billion at the end of the second quarter of 1967, $562 million higher than a year earlier. Three-fifths of the gain occurred in the developing nations.

Large increases in holdings were recorded for Germany, Switzerland, Italy, and Belgium-Luxembourg. Despite a decline for the second successive quarter from their high level at the close of 1966, German reserves climbed $382 million in the 12 months ending June 30, 1967. The rise was attributed to heavier foreign investment, advancing exports, and falling imports. In Switzerland, the strong gain was due to the influx of funds as a result of the decline in foreign money market rates and the Arab-Israeli war of last June.

After offsetting changes in the three preceding quarters, the June quarter of 1967 brought a drop of $425 million in United Kingdom reserves. This large decline resulted from the flight of foreign funds and higher import costs due to the Middle East crisis. Spain also had a big fall-off in holdings as tourist receipts decreased and the trade balance worsened. The reduction in Australia stemmed from lower investment from abroad and imports rising much faster than exports.

In developing areas

Argentina, Thailand, and Korea registered the most substantial increases among the developing countries with higher reserves. Argentina's remarkable year-to-year rise of $386 million was a consequence largely of credits set up in various U.S. and foreign banks as part of a standby package to bolster the country's international credit position.

In Thailand increased expenditures of U.S. troops and greater World Bank and other foreign credits contributed importantly to the rise in reserves. A big advance in exports, a large inflow of foreign capital, and the Japanese Claim Settlement Agreement were the principal factors in Korea's improved position.

Brazil and India had the largest losses among the developing countries reporting lower reserves. The drop in Brazil was traceable mainly to the failure of coffee exports to keep up with rising imports and an outflow of funds due to fear of devaluation. Lower export earnings cut Indian reserves.

Bureau of International Commerce

World

The 49 markets shown below accounted for 89% of 1966 imports into all free-world

(Value in millions of dollars) Published

Country	1966 imports			1967 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Reserves at end of second quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1966	1967
Germany, Fed. Rep.	18,168	2,295	12.6	July	9,878	1,257	12.7	− 4	− 2	7,411	7,793
United Kingdom	16,671	2,024	12.1	Aug.	11,885	1,487	12.5	+ 2	+ 7	3,276	2,834
France	11,843	1,200	10.1	Aug.	8,116	845	10.4	+ 8	+ 7	6,749	6,688
Canada	9,930	7,186	72.4	June	5,512	4,094	74.3	+13	+15	2,789	2,630
Japan	9,523	2,658	27.9	Aug.	7,579	2,102	27.7	+23	+21	2,150	2,099
Italy	8,571	1,049	12.2	July	5,632	626	11.1	+15	− 1	4,799	4,965
Netherlands	8,016	910	11.4	Aug.	5,459	587	10.8	+ 2	−(1)	2,332	2,471
Belgium-Luxembourg	7,174	569	7.9	July	4,072	337	8.3	+ 8	+ 4	2,294	2,457
Sweden	4,574	427	9.3	July	2,663	248	9.3	+ 3	− 2	1,043	1,007
Switzerland	3,945	357	9.0	Aug.	2,725	218	8.0	+ 6	− 6	2,994	3,239
Australia	3,636	904	24.9	June	1,968	494	25.1	+ 4	+12	1,710	1,542
Spain	3,591	609	17.0	Aug.	2,391	395	16.5	+(1)	− 6	1,192	989
Denmark	2,990	237	7.9	July	1,789	151	8.4	+ 7	−10	587	543
India	2,758	1,059	38.4	May	1,196	433	36.2	− 9	−11	775	616
South Africa, Rep. of	2,530	449	17.8	Feb.	451	85	18.8	− 3	− 9	763	639
Norway	2,403	180	7.5	Aug.	1,796	120	6.7	+20	+ 7	492	601
Austria	2,328	101	4.3	Aug.	1,509	55	3.6	+(1)	−15	1,271	1,385
Hong Kong	1,767	191	10.8	Aug.	1,199	156	13.0	+14	+29	(2)	(2)
Finland	1,726	97	5.6	July	980	52	5.3	+ 7	− 4	214	188
Mexico	1,605	1,026	63.9	June	850	547	64.4	+ 6	+ 5	540	591
Yugoslavia	1,574	200	12.7	July	981	76	7.8	+16	−33	77	112
Brazil	1,497	590	39.4	June	779	277	35.6	+31	+38	404	296
Venezuela	1,331	681	51.2	...	...	...	...	− 8	− 8	819	760
Singapore	1,328	69	5.2	May	594	29	4.9	+ 8	+(1)	(2)	(2)
Greece	1,223	131	10.7	June	566	52	9.3	+ 5	− 2	266	260

Note: The countries shown above include the 49 major importers of U.S. merchandise in 1966 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. valuation to a c.i.f valuation for the following: Australia, Canada, New Zealand, Panama, Republic of South Africa, and Venezuela. Reserves include official holdings of gold and foreign exchange and the gold tranche position in the International Monetary Fund.

market report

foreign markets and 91% of imports from the United States.

quarterly

Country	1966 imports			1967 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Reserves at end of second quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1966	1967
Thailand	1,173	434	37.0	...	...	...	...	+51	+200	876	1,019
Argentina	1,124	257	22.8	June	530	121	22.8	−[1]	+ 9	284	670
New Zealand	1,096	122	11.2	June	538	58	10.7	− 2	− 2	113	122
U.A.R. (Egypt)	1,070	212	19.8	...	...	...	...	+15	+13	192	201
Ireland	1,043	98	9.4	June	556	42	7.5	+11	+ 9	421	469
Portugal	1,023	82	8.0	July	548	47	8.6	+ 7	−10	1,001	1,127
Philippines	957	325	34.0	June	552	206	37.3	+17	+15	209	169
Iran	930	172	18.5	May	447	85	18.9	+15	+25	224	277
Pakistan	898	266	29.6	July	697	225	32.3	+31	+20	283	176
Israel	840	222	26.4	May	326	88	26.9	− 6	−11	643	[3]613
Peru	817	321	39.2	June	436	158	36.2	+14	+ 5	146	124
Turkey	725	174	24.0	July	377	65	17.3	+ 2	−19	134	116
Nigeria	718	116	16.2	May	302	43	14.2	− 1	+18	212	161
Korea, Republic of	716	254	35.4	Apr.	280	87	31.1	+53	+36	170	305
Colombia	674	324	48.0	Mar.	149	70	47.1	+41	+35	87	111
Taiwan	622	167	26.8	Feb.	110	39	35.6	+ 9	− 4	332	392
Kuwait	463	97	21.0	Jan.	49	8	16.8	[4]+23	[4]+26	145	200
Trinidad and Tobago	457	65	14.1	July	239	36	15.2	− 4	− 4	([2])	([2])
Jamaica	321	116	36.2	June	175	68	39.0	+19	+37	112	120
Panama	253	104	41.0	...	...	...	...	+13	+12	35	37
El Salvador	220	71	32.4	June	109	34	31.4	+ 4	+ 2	63	77
Guatemala	207	86	41.8	...	...	...	...	−10	−11	95	69
Nicaragua	182	83	45.5	...	...	...	...	+14	+10	57	[5]59
Costa Rica	179	70	39.0	Mar.	42	17	40.0	+ 4	+ 1	20	18

[1] Less than 0.5 percent.
[2] Not available.
[3] End of April.
[4] Import change in year 1966.
[5] End of March.

Source: Official trade statistics of listed countries.
International Monetary Fund, International Financial Statistics.

TRADE CONVENTION REPORT: I

Headlines set the theme

NFTC hears that current protectionist drive will not be easily countered

This convention report, covering the first two days, will be supplemented by another story in the Nov. 13 issue.

By ARTHUR McDERMOTT

Office of Publications & Information, DIB

There was no question about the overriding theme of the 54th National Foreign Trade Convention. It was the new protectionism that is now in the headlines.

Senator Jacob Javits, for one, used the convention as a forum to propose an emergency coalition for U.S. trade policy to explain the dangers of the new protectionism for the entire U.S. economy.

The New York Senator said "the protectionist forces have gained tremendous momentum during the past few months and U.S. businessmen should clearly understand that they will not achieve their aims unless an organized effort is made to stop them. What we are seeing is a rebirth of the whole protectionist movement, coming right after the zenith of the free trade movement as represented by the success of the Kennedy Round."

The Senator's proposed coalition would provide an organized expression by American business and labor that "U.S. trade policy has been immensely beneficial to industries, workers, to stock holders, and to the nation's entire economy—far beyond the small price we have to pay for increased foreign competition."

The Senator also proposed that Congress start work immediately to alleviate actual and valid difficulties which some U.S. businesses have suffered through imports.

According to William M. Roth, the President's Special Representative for Trade Negotiations, many Americans have not yet realized the astonishing dimensions the new protectionist drive has already attained. He said that import quota bills already introduced would affect 40% of dutiable imports, and, if a general quota bill which has been widely discussed is put in, that figure would mount to almost 80%.

He said that these are not run-of-the-mill bills but add up to a coordinated, concerted campaign by some of the nation's largest and strongest industries.

"And they will not abandon it merely because they run into some momentary congressional roadblocks. They have enlisted for the duration. They will be pushing just as hard throughout 1968 if they fail to score a breakthrough this year," he commented.

"To me it is bitterly ironic that we face this situation only four months after the conclusion of the Kennedy Round."

Roth said that the very industries which are pleading for protection would find most Americans buying less of their products because they could afford less, "and the millions of Americans who depend on exports for their livelihood would be hit doubly hard. For, although the quota-seekers soft-pedal it, retaliation against our exports is as certain as night follows day."

Roth also discussed future areas of trade negotiations, emphasizing the area of non-tariff barriers, which were largely untouched by the Kennedy Round.

"The live ammunition in the battle against non tariff barriers is facts—detailed, dollars-and-cents, what happened when, where, and how facts. We were much handicapped in this field during the Kennedy Round by the shortage of such facts. We received many complaints in general terms, but relatively little in the way of documented specifics."

He said that public hearings on non-tariff barriers are due to open in Washington next March. These hearings will seek recommendations and suggestions from every sector of the U.S. economy.

Undersecretary of State Nicholas de B. Katzenbach reminded the delegates of the disastrous history of earlier protectionist measures. He said that today's proposals don't deal with minor phases of total U.S. trade, but "we are talking about the guts of our whole policy. These

Eastman Kodak greets LAFTA

William P. Lane of Eastman Kodak presents to the NFTC his company's judgment on the future of the Latin American Free Trade Association:

By observing the creation and development of LAFTA, we have become convinced that to be able to continue to participate in the market for photographic products in those countries, we must have manufacturing facilities within the area.

Furthermore, in order to integrate our manufacturing operations into as many different countries as possible, we have decided to have three factories. We will have a film manufacturing operation in Mexico, a photographic paper manufacturing plant in Brazil, and a camera and equipment manufacturing operation in Argentina.

It is our expectation that concessions will be granted which will make it possible to distribute all of these products in all of the countries until the time comes when there is a true common market and all internal barriers will be removed.

We all realize that the LAFTA organization has more problems than the European Common Market has had, and this may delay progress. The economies of the Latin American countries do not complement one another and transportation facilities, other than air, will be more difficult to develop on an efficient basis.

However, we in our company are convinced that steady progress will be made and that this organization will eventually become a fully integrated trading area. We are also convinced that the industrialization of the area will be greatly speeded up by the development of this trading area and that this will benefit the economies of the countries involved, as well as those industries which contribute to more rapid industrialization.

proposals all take the form of import quotas—the method universally acknowledged to be most disruptive to international trade and specifically outlawed under the GATT. They violate international commitments and agreements undertaken under authority expressly given by Congress."

The U.S. has already been informally put on notice by some 40 countries that they strongly oppose the proposed actions, according to Katzenbach, and the executive arm of the Common Market is reported to have already begun a study of retaliatory actions. He said that no one can say precisely what the nation of such retaliation would be. But he said that it would be a safe bet that other countries would select those U.S. products which have the greatest growth potential in their market and represent the greatest competitive threat to their industries.

Likening the situation of the developing countries to the line of the song, "The rich get richer, and the poor get poorer," Donald C. Burnham of Westinghouse called the growing difference between the "have" and "have-not" nations a revolutionary force that threatens the peace and security of the world.

"There is a startling similarity in the problem of the poor here and overseas; it can be expressed in just two words—low productivity," he said.

There are no underdeveloped, backward nations; just underdeveloped, unproductive people," he said. The most serious basic problem facing the world is "to make these people into productive individuals."

Since World War II, he said, the U.S. has supplied over 125 billion dollars to assist other countries. Burnham said that funds given under the Marshall plan to countries like Germany and France were most effective, and these countries recovered quickly because their people were productive.

On the other hand help given to underdeveloped nations has not resulted in the same improvement, he commented. He called for more people using investment that would enable the poor to produce more and thus amass the savings they need for continuing growth. In time, this will enable them to generate capital on their own to sustain growth.

Most of the underdeveloped countries also do not know how to go about promoting and selling their products and we must supply this sales and marketing ability, he added. In the beginning we must provide the capital, the techniques, the know-how, the training, and the management. In short, we must provide what it takes to get business going and help the local workers reach the state where they can eventually run the operation themselves, Burnham declared.

The newly created special drawing rights under the international monetary funds were explained by Frank A. Southard, Jr., the International Monetary Fund's deputy managing director. He

What the ADB means

Robert J. Dixson of Johnson & Johnson International sees a hopeful "self-help" sign in the Far East:

Perhaps eventual stability in the Western Pacific and Southeast Asia is not just a dream.

A hopeful indication—and a major one—was the creation last year of the Asian Development Bank. Its capital subscriptions total nearly $1 billion, of which regional members are contributing 60%. This institution has surmounted the hurdles of its organization, and has taken its first action—the dispatch of a technical assistance team to Indonesia to identify opportunities to expand food production.

The bank is attempting to broaden its activities beyond the extension of technical assistance and loans on commercial terms. Mr. Watanabe, the bank's president, is seeking contributions of the special fund category to finance long-term, low-interest loans.

The bank has already agreed to administer a Special Fund for Agriculture to which Japan has announced a contribution of $100 million. Other funds may be established to finance development of the Mekong Valley and to finance regional transportation and communications. President Johnson has proposed that the United States contribute $200 million to the three special funds.

The bank, as an avowed vehicle for regional cooperation, is tangible evidence, certainly, that Asian nations are interested in improving their own households by their own efforts.

GM and Latin integration

Walter A. Vela of General Motors Overseas Operations, urging that the NFTC members set up units to work with LAFTA, CACM and other groups aiding the integration of industry, commerce and banking in Latin America, offers these suggestions:

- **For industries required to meet specified proportions of local content in their outputs, LAFTA and CACM countries should provide for the acceptance of progressively increasing percentages of materials and components from other LAFTA and CACM countries, in fulfillment of such requirements.**
- **A major well-coordinated effort should be organized to improve the overall transportation infrastructure of Latin America, with special emphasis on regional highway networks, required to provide flexibility for an expanding movement of goods and people between the countries of the region.**
- **In effecting the transformation of LAFTA from a free trade area into a full-fledged common market, negotiations should be extended to provide for the inclusion of the Central American Common Market countries in the regional bloc.**
- **Latin American countries should be encouraged to provide effective incentives and other measures to facilitate the inflow of foreign private direct investment capital: Such foreign private capital is required to supplement other sources of investment funds and to provide the advanced technology required for satisfactory progress towards economic development and integration. These governmental measures should recognize that the determination of corporate subsidiary ownership policy is a matter for decision by each individual business enterprise concerned.**

An East-West view

Robert K. Mueller of Monsanto, in the course of a series of assessments on Europe, looks to the East:

East-West trade has been growing an average of about 12% per year. In effect, Eastern Europe has joined the world economy.

The United States has a very small stake in this business at the present time. (In 1966, U.S. imports into the 7 countries only amounted to $200 million.) In contrast to European governments, the United States is not actively encouraging East-West trade.

As a result, we are not only losing out on a share of profitable business, but also perhaps losing an opportunity to contribute toward furthering economic reform of Eastern Europe.

said that SDRs will be available to each fund member on the basis of the total quota it has contributed.

There are no special conditions for their use, but a member will be expected to use them only if it has a balance of payments need or if developments in its total reserves justify the use. Each participating country is obligated to accept SDR's worth a total value of twice the amount of its own allocation, delivering convertible currencies against the SDR's it acquires, he explained.

The new unit is not expected to come into use until the first quarter of 1969, pending acceptance by ⅗ of the members having ⅘ of the Fund's total voting power, he said.

Ian MacGregor, President of American Metal Climax, also recommended the formation of a special commission. He seeks establishment of a "Materials Policy Commission," which would study the world's raw materials position in the light of the population explosion. In most ways this commission would parallel the work of the President's Panel on World Food Supply. It would consider the raw material needs of our economy 20 years from now, when we may have a GNP of 2 trillion dollars.

To back up his contention that such a commission is needed, MacGregor quoted a geo-chemist who predicted that if the world's 7 billion people of the year 2000 could be brought up to the standard of living now enjoyed in the U.S. we would need to extract from the earth over 50 billion tons of iron, a billion tons of copper and over 600 million tons of zinc. He said that their extraction would virtually deplete the earth of all its high grade mineral resources.

The personnel relation session heard several theories of staffing international operations. William J. Brown, vice president of Singer, said that "the nationality of an executive and his prior international experience is far less revelant than qualities such as determination, intelligence, vigor, and the other qualities which characterize an effective executive anywhere. These qualities I conceive to be universal in application in management."

However, James Q. Griffin of the First National City Bank said his firm is looking for people who are directly committed to a life time of international research. He said that his firm's career foreign service people are recruited from universities all over the world and trained to spend their entire careers in overseas operations.

Prof. Sioma Kagan of the University of Missouri at St. Louis said "nothing comes harder to the budding American executive than the culture empathy which is indispensable for operations in the emerging world, for here he finds himself the farthest removed from his own environment and faced with totally alien value systems."

He said that "the basic concept which ought to guide every executive engaged in international operations boils down to a simple question: "is my activity here, is the activity of my company felt today by the people of the host country to be in their interest?' "

Technology 'debate'

Karl-Heinz Narjes of the Commission of the European Communities discusses the Europe vs. U.S. technology issue:

Whatever the omissions that may in the past have held back the advance of European science and technology, I have today the firm impression that there is a widespread readiness for sustained action to fill the gaps and that in this connection it is rarely denied that efficient co-operation is needed at European Economic Community level also.

The public and private means available for research in Europe are pretty paltry by comparison with the sums spent in your country. Moreover, these funds are broken into too many fractions and are used uneconomically.

It is being increasingly accepted that concentration of these funds is indispensable. I even feel that in the foreseeable future people will be asking whether concentration of effort could not be extended to include defense matters also.

As a result of the great debate on the technological gap, it has become much easier to identify the many reasons for Europe's backwardness and to see what the possibilities are for eliminating them individually or in their entirety.

Accelerating Southeast Asia forecasts

Growth forecasts for Southeast Asia have some surprises, says J. A. Christensen of Mobil East, Inc.:

A most significant thing to bear in mind about any economic development in this part of the world is the speed with which it has and is being accelerated. We who have done business there for so many years have experienced a continuous underestimating of the economic progress.

We all know the unusual rate of increase in Japan during the past ten years, but I doubt that many business people based their economic evaluations on a predicted future growth approaching the actual. Quite likely many projects died because of too-conservative forecasts. A similar situation, though not quite so dramatic, has taken place in Thailand.

I'll have to choose an example of this from the oil business, which is probably not too unrepresentative, since I don't think oil companies have a monopoly on conservative predictions.

The latest figures indicate that the presently predicted demand for the fastest-growing petroleum product in Thailand for the year 1968 is about 100% higher than was predicted in 1962 for that same year.

Commerce computer busy finding sales leads for U.S. exporters

American International Traders Index has 90% coverage of trading firms; matches product data with opportunities

The old maxim that "there are always 10% who don't get the word" seems to be valid in the field of international trade.

The U.S. firms that account for 90% of all U.S. exports have already been included in the American International Traders Index, and are eligible for all the benefits which a fully-automated service can provide in finding overseas customers. The question is now being put to American companies by the Commerce Department officials assembling the index; are they in the missing 10%?

The American International Traders Index is a collection of computerized information submitted by U.S. firms who have registered with the Commerce Department by specific product or operation. In response, opportunities for business abroad—or information on major changes in trade policy—in the registrants' area of interest may be channeled directly to them.

Beginning with about 12,000 firms in 1965, the index has grown to include individual notations on some 22,000. Registration is voluntary and new registrants are welcome.

The submitted data are treated on a strictly confidential basis, and use of the information is restricted to Government agencies with an interest in furthering U.S. trade.

Thus, the Export-Import Bank, Agency for International Development and the Federal Maritime Commission have been furnished with information from the AITI to assist in specific export-connected projects. The information is not available for private mailing lists or for any other private commercial use.

Since becoming fully operational earlier this year, the AITI has already proven its worth to the U.S. exporting community.

One of the important uses found for the index to date has been to advise individual U.S. companies of specific opportunities to take part in the Department's commercial exhibits overseas.

The Department's Commercial Exhibits Division has been supplied with printouts of data and pre-addressed envelopes covering firms which sell the targeted products to be displayed. In this sense, the AITI has become a standard tool of the Commercial Exhibits Division. The data supplied from the AITI in each case indicate whether or not the firms are exporting, and if so, to which countries.

AITI data are also used extensively in assisting non-exporters and small firms to export more through the use of the Piggyback technique or the services of a Combination Export Manager listed in the index.

Through the Piggyback program, companies that are not equipped to sell their products abroad themselves can be matched with other firms which are already well-established exporters and thus sell their products in overseas markets.

The Commerce Department's Office of International Regional Economics (OIRE) used the AITI to notify American machinery manufacturers of an Eximbank $15 million capital equipment credit loan which was available to Taiwan for the import of American machinery.

Another service, now on a trial basis, will notify companies handling or manufacturing products to be promoted by official U.S. Trade Missions, so that they may submit business proposals to be carried overseas by the missions.

Many of the Commerce Department's Field Offices have obtained printouts of data and mailing labels to invite particular firms to participate in export expansion and related international trade seminars and defense procurement meetings.

The American Embassy at Bonn was supplied with a printout of data on exporters of leather and shoe findings to supply selectively to German firms interested in importing various types of leather.

These are just a few of the dozens of uses which have already been found for the AITI.

The Index itself is being continually updated, as firms are periodically asked to furnish any changes in the information on their original submission.

Not all of the 22,000 firms have already benefited from being listed on the AITI, and it may be some time before some of them do. But, when a trade opening that's ideal for their firm does turn up, they'll hear about it.

That's why the index sponsors are asking: can any firm afford to pass up a marketing tool of such great potential?

Write: Commercial Intelligence Division, BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, or any of the Department's 42 Field Offices.

USE OF TRADERS INDEX HELPED BRING AEROGLIDE into a Commerce-sponsored exhibition at Mexico City. A visitor (at right) was Lawrence C. McQuade, Ass't Sec'y of Commerce for Domestic & Int'l Business.

CHESTERTON SPECIALISTS at company's Woburn, Mass., educational center get talk on servicing Chesterton CounterPoise Mechanical Seal, foreground.

DURING TRAINING PROGRAM, Takahiko Nitta (lower r.), Osaka, Japan, and other specialists tear down pump prior to installing mechanical seal.

Firm runs global sales school

A. W. Chesterton Co. of Everett, Mass., is continuing with the export initiative already honored by an "E" Award. In further efforts to expand its foreign sales, the company has established a school for its overseas salesmen, to teach them about its products and successful marketing techniques. The 84-year-old company manufactures mechanical packings and seals, and markets them in 59 countries.

Chesterton decided a year ago to institute a program for training Chesterton Specialists, overseas salesmen who would work for the distributors on a commission basis and thus have an incentive to increase sales.

Previously, Chesterton distributors generally handled many other products and often simply responded to purchase requests, rather than making an attempt to promote the products.

After completion of the four-month training program at the company's Woburn, Mass., plant each Specialist is assigned to a territory, where he sells Chesterton products exclusively. Fourteen Chesterton Specialists trained in these programs are presently working for distributors in the Philippines, Australia, Japan, Canada, Denmark, Finland and several American cities.

Viewing Australia as a country of great potential due to its growing petrochemical, petroleum and chemical industries, Chesterton signed Smith & Gluyas Pty., Ltd., of Alexandria, New South Wales, two years ago to distribute its products in Australia.

Smith & Gluyas named a Chesterton Specialist and he attended Chesterton's initial training program last year. In classes he learned about company operations and worked with Chesterton sales/marketing personnel. A special week-long school covered mechanical seals.

Since the Specialist's return to Australia, volume of business from Smith & Gluyas has risen 15% over the best previous 12-month period.

INFORMAL SESSION ON MARKETING is conducted by John Hilyard (l.), personnel director, at company plant in Woburn, Mass. Second from right is Axel Beyer, who will be Chesterton Specialist in Copenhagen.

GRADUATION DIPLOMA is presented by president Richard McDermott (r.) to Alfredo Garcia of Chile.

Baltimore conference sees growing trade

Exporters study containerization, development of new world markets

Introduced as "Maryland's Mr. Exporter," Maxwell Sacra, director of exports for Black and Decker Manufacturing Co., set a practical note for 200 businessmen gathered at the Maryland Export Expansion Seminar recently with a step-by-step analysis of how to locate and develop international markets.

The impact of containerization on world trade, and particularly on the Port of Baltimore, was on the minds of many at the meeting, and Peter Sandlund, sales manager for Atlantic Container Lines, addressed the group on the subject.

Sandlund predicted that "within the next few years" the North Atlantic trade, including the Port of Baltimore, will take the lead in conversion to the container method of shipping wherever possible, with other trades following suit.

Four area specialists assessed the state of the world's marketing areas, and reached the consensus that the growing trend toward "common markets" and other regional groupings, such as those which have already sprung up in Europe, Latin America, and Africa, will have a profound effect on U.S. trade with the world.

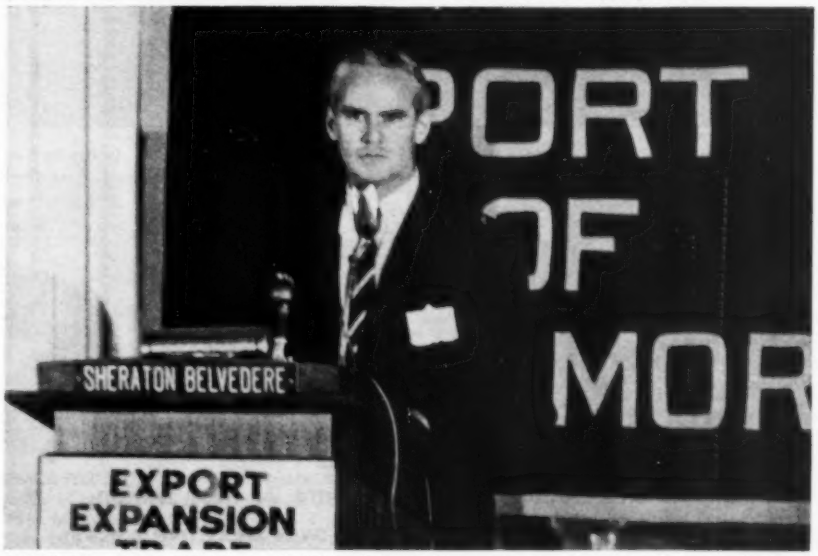
"Locate markets by your type of product, new ideas involved, and the need for your product," Sacra told the day-long meeting in Baltimore. He pointed out the usefulness of Department of Commerce aids, such as trade lists, in pinpointing a market for a new product.

The six steps in market development, according to Sacra, are: the initial letter, the traveling sales representative, the resident representative, the service branch, the sales organization, and finally the full-fledged manufacturing company.

John Lombardi, of Pan American Airways; J. F. Holland, Jr., of Grace Lines; William F. Toohey, of Farrell Lines; and Floyd J. Dubas, chief of the Southeast Asia section of the Commerce Department's Office of International Regional Economics, summed up the state of markets in Europe, Latin America, Africa, and the Far East, respectively.

The conference was co-sponsored by the Maryland Port Authority, the Maryland Regional Export Expansion Council, and the Commerce Department's Baltimore Field Office.

CONFERENCE CHAIRMAN Gerald Wise (above) set the optimistic keynote for the conference. Maryland's Senator Daniel B. Brewster (below) advocated expanded maritime subsidies to provide 30-40 new ships yearly for the American merchant fleet, to increase U.S. share of world shipping revenues.



BALTIMORE MAYOR Theodore R. McKeldin (below left) presents key to city to Peter G. Sandlund, sales manager for Atlantic Container Lines. Key is made from a timber of the U.S. frigate "Constellation," built in Baltimore in 1797 and now permanently moored there as a symbol of the port's history.

MISSION GROUP visits Tokyo incinerator. L. to r., Tomoo Wada, liaison manager, Tsukishima Co.; Konstantine L. Kollar; Frank P. Sebastian, mission director; Paul Richter; Richard Kennedy; Paul Cardinal.

Potential $50 million annual market for waste treatment equipment seen in Japan

Government has authorized expenditure of $2.6 billion for municipal water pollution control over next five years; industry mission sees opportunities for hardware, know-how

A potential market in the next few years of some $50 million annually for waste treatment equipment in Japan has been reported to the U.S. Department of Commerce.

A trade mission, organized by the California Council for International Trade and approved by the Commerce Department, last May laid good groundwork for future business relationships during a ten-day observation and sales promotion program in Tokyo, Osaka, Kobe, Kyoto, and Nagoya.

Timing of the mission was appropriate. The Japanese Diet earlier this year authorized expenditure of $2.6 billion for municipal water pollution control over the next five years. The Government is now in the process of earmarking funds to implement specific projects.

Preliminary estimates indicate almost $1 billion for municipal waste water treatment plants, the mission reports. Of this, about $250 million—$50 million annually—would be spent on hardware.

There are immediate marketing opportunities for both equipment and know-how—not only in municipal but also in industrial waste treatment.

No intermediate steps

In 1965, according to the mission, 67% of Japan's population was served with potable water supply systems. Only 20%, however, was tied into a sewage collection system and treatment plant. Because of the limited amount of space available in Japan, the country is moving from very little sewage treatment to very high-quality treatment, with emphasis on processes and equipment that will have minimum space requirements.

Existing plants are predominantly of the activated sludge type—for which such equipment as pumps, diffusers, blowers, compressors, air filters, aerators, vacuum filters, centrifuges, incinerators and sludge thickening and digestion machinery are used.

Also because of lack of space, attention is being given to utilization of ash for such products as road fill or bricks.

First in Tokyo

The mission began its activities in the capital city, where it toured the Odai sewage treatment plant of the Tokyo Metropolitan Government, and talked with Sewage Bureau officials.

In Osaka, the group visited officials of the City Waterworks Bureau and of Expo '70, and were taken through the Nakahama sewage treatment plant. It was in Osaka that a waste treatment seminar was conducted. The seminar was attended by more than 100 persons—Federal and municipal officials, university representatives, engineering consultants, manufacturers—and lively discussions followed presentation of several technical papers.

Meetings in Osaka

The following day, the mission attended the opening ceremonies of the three-day meetings of the Japan Sewage Association in Osaka, where they were able to talk with officials of those cities which are currently interested in sewage disposal projects.

Members of the mission met with city and university officials or engineers in Kobe, Kyoto, and Nagoya. They also met with Federal officials in municipal and industrial control programs.

During the ten-day stay in the country, conferences were held with various manufacturers, the Japan Water Federation, and the following associations: Industrial Treatment Manufacturers, Japanese Sewage, Engineering Consultants, Overseas Construction of Japan, Inc., Japanese Water Works.

In short supply

Japanese engineers are very capable in water supply design and construction, the mission reports, but experienced engineers in water pollution control are in short supply. Increasingly, manufacturers are being asked for turn-key bids, and so are becoming involved in design and construction—thus broadening the potential market.

About 20 of the largest U.S. water and waste water equipment manufacturers are represented in Japan. The mission feels that although there is a good market for components, import of complete equipment might be difficult; it therefore recommends association with local firms.

Well received

After the mission had left, the Kobe-Osaka U.S. Consulate General summed up the visit as follows: "The members of the Japanese waste treatment industry seemed to receive the mission's calls and its seminar presentation with deep interest. The mission successfully conveyed an idea of the status of the science of waste treatment in the United States to representatives of the entire Japanese industry. It would be reasonable to expect that as the Japanese central and local government organs develop their plans for waste treatment facilities, they will incorporate appropriate American made and/or licensed products and services into their undertakings."

Officials participate

Frank P. Sebastian, senior vice president of Bartlett-Snow-Pacific, Inc., San Francisco, served as mission leader. Other members were: Paul J. Cardinal, manager, Sanitary Engineering Division, Bartlett-Snow-Pacific; Richard Kennedy, president, Kennedy Engineers, San Francisco; and Paul Richter, senior vice president, Eimco Corp., Salt Lake City. K. L. Kollar, Director, Water Industries & Engineering Division, Business and Defense Services Administration, U.S. Department of Commerce, accompanied the mission.

FLAGS FOR INTERNATIONAL COMMERCE fly at the Escondido, Calif., headquarters of Formulabs, Inc., maker of ball pen and specialty inks. U.S. flag is flanked by the "E" for Export Excellence flag earned in 1964 by Formulabs. Flag of Japan is a greeting to business visitors S. Kaminaga and T. Aoki, shown here with John C. Raymond (left), Formulabs international sales chief, and company president Gordon S. Lacy. Lacy explains "In our own travels abroad, our foreign hosts extend every possible courtesy to make us feel welcome. We can reciprocate by flying our visitors' national flags."

Export managers' links to executives seen as crucial

Must be liaison between overseas representatives and corporate management, company official says

The importance of the export manager as the link between company management and overseas representatives was described by Richard C. Archer of Bourns, Inc., at a recent Electronic Industries Association conference in Los Angeles.

"The export manager must be the liaison between the corporation management and overseas distributors or representatives," Archer said. "He need not have a high-sounding title, but must be closely tied in with top management, so that he can advise on the corporate level concerning the requirements of the overseas personnel, as well as convey to foreign representatives the corporate objectives."

Prompt follow-up

Charles S. Luther of Raytheon emphasized the importance of immediate acknowledgement and prompt follow-up of overseas orders. Luther also explained some of the problems involved in exporting products that require U.S. export licenses.

Luther made repeated reference to the Bureau of International Commerce as a source of information on all facets of international trade.

"There is no question about it," Luther said, "The Department of Commerce with its Field Offices is the best single source of all kinds of information on international business."

The speakers were introduced by Thomas P. Collier, president of Thomas Collier & Associates and chairman of the EIA International Department's marketing, manufacturing and investment committee.

United States overseas

The export promotion dates on these five pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. Trade Center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described elsewhere in this schedule.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade Center shows held in London Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Space fully booked

Mining, construction and industrial equipment. PERU. Large investments in mining, ambitious construction programs, growing demands for domestic metal products, and improved technical levels in automotive repair in the West Coast of Latin America have resulted in expanding markets for mining, construction, metalworking, automotive maintenance, and ancillary equipment. Although the United States holds a major share of these markets, American businessmen must continue to promote their products actively to meet increasing competition from Europe and Japan. The "strictly business" Pacific International Trade Fair, one of the outstanding sales events in Latin America, offers an excellent vehicle for this purpose. **U.S. Commercial Exhibition. Fifth Pacific International Trade Fair, Lima. Oct. 27-Nov. 12.**

Space fully booked

Supermarket equipment and foodstuffs. THAILAND. Both the Thailand food merchant and his customer have accepted the self-service supermarket technique of rational, sanitary and economical marketing. Based on present trends, the number, quality and size of individual supermarket operations are bound to grow not only in Thailand but throughout Southeast Asia. This pattern of progress and growth offers U.S. manufacturers of supermarket, merchandising, refrigeration and associated equipment a challenging opportunity to expand sales in a vigorous and viable market. **Bangkok Trade Center. Nov. 1-9.**

Space fully booked

Machinery and materials for manufacturing plastic products. ITALY. Italy possesses one of the major plastic industries in the world with 40 firms producing plastic materials and over 2,100 firms specializing in manufacturing plastic products. She ranks third world-wide in household appliance production and her substantial automotive, electronic and pharmaceutical industries generate a further requirement for plastic products. With no restrictions on the import of American machinery and materials, her interests lie in new, specialized and high volume equipment and in new or special application materials. **Milan Trade Center. Nov. 2-8.**

Space fully booked

Advanced electronic components. SWEDEN. The production of electronic equipment in Sweden is rapidly expanding. Soaring demand for industrial and professional electronic devices is stimulating the growth of this industry. Swedish output of components, limited in scope, cannot satisfy the requirements for many types of advanced components needed in specialized equipment. Imports of components into Sweden exceeds $50 million a year. Further expansion of the industry will create an even larger market for component suppliers. A recent study by the Marketing Services Department of the U.S. Electronic Industries Association confirms that Sweden is a growing market for components. U.S. companies in this field can benefit by exhibiting and selling their products. **Stockholm Trade Center, Nov. 8-14.**

Space fully booked

Electronic production equipment. UNITED KINGDOM. The large and rapidly expanding British electronics industry is looking toward the U.S. for new and advanced production equipment and fast delivery. Estimated annual output of the British electronics industry exceeded $1.5 billion in 1965, and should reach $2.25 billion by 1970. Conditions appear extremely favorable at this time for U.S. firms to introduce new products as well as to increase sales of products already in use. **Royal Lancaster Hotel, Hyde Park, London. Nov. 13-17.**

Space fully booked

Machinery and equipment for peaceful uses of atomic energy. JAPAN. Planned to coincide with the 8th Japan Conference on Radiosotopes, this Show is aimed at the quickly growing Japanese market for nucleonic and radiological equipment. Japanese Government budget appropriations for atomic energy projects are running in excess of $3⅓ billion,

promotions

and the 9 electric power companies plan to produce 1 million kilowatts from atomic energy by 1970 with projections calling for an additional 6½ to 8 million kilowatts in installed capacity by 1980. Increased nuclear and radiological research in the medical, food, fishery and agricultural industries is also creating a demand for equipment and instrumentation that is not being fulfilled by domestic producers. **Tokyo Trade Center. Nov. 13-18.**

Space fully booked

Vacuum and cryogenic equipment. GERMANY. Recent surveys indicate a growing German demand for advanced U.S. vacuum and cryogenic eguipment, particularly in relation to the Federal Republic's newly announced five-year space program. A strong interest can be expected in hardware for both new and established end uses. **Frankfurt Trade Center. Nov. 27-Dec. 1.**

Automotive diagnostic and service equipment. ITALY. The number of motor vehicles in Italy increased from 3,580,222 units in 1963 to 6,141,700 units in 1966. By 1969 this figure will reach 9,000,000. Such increases in the number of vehicles have created a rising demand for testing and service facilities in Italy. **Milan Trade Center. Dec. 1-7.**

Space fully booked

Chromatography and electrophoresis instrumentation. UNITED KINGDOM. Advanced analytical instruments are needed by British industrial and institutional laboratories to meet rapidly expanding requirements. The present market is placed at $34.2 million, of which 46 per cent in imported. The U.S. accounts for 51 percent of these imports. Continuing high levels of research and development expenditures in the U.K. promise dynamic markets for U.S. instruments. The Department of Commerce will cooperate with the exhibitors in sponsoring a workshop/symposium at this show. This added attraction will be held in the theater under the Trade Center on Dec. 7, 12, and 13. Subject of the symposium will be "Chromatography, Electrophoresis, Fluorescence and Phosphorescence Techniques." Papers will be delivered by leading authorities from the United States and Europe. **London Trade Center. Dec. 6-14.**

Paper industries equipment. JAPAN. Japanese requirements for papermaking, converting and bookbinding equipment are substantial—1966 imports of these products exceeded $7 million. The nation is the third largest producer of paper in the world; last year's production surpassed 8 million metric tons, a three-fold gain in the past decade. Although the country is self-sufficient in large pulp and paper production machinery, there are large demands for paper conversion equipment, accessories and supplies of all types. Modernization of the carton and box industry, as well as improving production within the country's 14,800 processing and finishing plants, is encouraged by national fiscal policies through low cost loans, special depreciation rates and certain tax concessions. Japan's 3,400 bookbinders cannot keep abreast of the publication needs of the country and governmental assistance is anticipated to sustain a large scale modernization program. High quality and specialized paper bag production, printing and filing equipment, business papers and forms production machinery, quality control instrumentation and high-speed production supplies offered on world markets by U.S. manufacturers have been identified as "most saleable" to Japanese paper product makers. **Tokyo Trade Center. Dec. 11-16.**

Family Play Time Show. THAILAND. The stability and security created by a booming economy, rising standards of living and growing disposable personal income has created for the Thais conditions which are conducive to the pursuit of sports, hobbies and leisure time activities. This development has sparked a growing demand for U.S. golf equipment, craft and hobby products such ship, airplane and automobile model kits, pop, jazz and classical records, toys, toiletry and cosmetic supplies. **Bangkok Trade Center. Dec. 12-29.**

Mining equipment. THAILAND. Extensive geological investigations have uncovered heretofore untapped mineral and metal resources throughout Thailand. Efforts to expand and upgrade road networks and improve harbor facilities are creating the basic infrastructure needed to bring these new finds into production. This activity is adding a new and important dimension to Thailand's already thriving mining industry. With increased government and private interest in demand for mining, ore beneficiation and earth moving equipopening new mines and improving those already worked, the demand for mining, ore benefication and earth moving equipment as well as related instruments and accessories is growing rapidly. To cater to this proven demand the second U.S. showing of mining equipment has been scheduled for January, 1968. This event has been planned specifically to coincide with a major mining congress scheduled to be held in Bangkok and thus take advantage of the large number of trade visitors expected to be in attendance. **Bangkok Trade Center Jan. 15-20, 1968.**

Compact computers. UNITED KINGDOM. Sales potential is high in the U.K. for U.S.-made computers designed for the limited requirements of small-scale or specialized users. Attractive market opportunities are indicated by the willingness of British businesmen to modernize, and by the U.K.'s growing research and development expenditures—which exceeded $2 billion last year—more than the combined R&D expenditures of the entire Common Market. Following the London Trade Center Exhibition, the displays will be mounted in railroad cars and constitute an exhibit train, which will make scheduled appearances at four leading U.K. business cities. **London Trade Center—Jan. 16-19, 1968; Train displays: Birmingham, Jan. 25-27; Manchester, Jan 29-31; Newcastle, Feb. 1-3; Glasgow, Feb. 5-7.**

Commercial laundry and dry cleaning equipment and supplies. JAPAN. The Japanese commercial laundry and dry cleaning industry is "going modern." Many segments of the market including neighborhood shops, full line establishments, linen supply firms, and industrial and institutional users are converting to modern sophisticated equipment. Since 1961 this in-

dustry has mushroomed from 38,376 establishments to more than 53,000 in 1965 with continued growth expected. In 1966 commercial laundry and dry cleaning equipment sales in Japan exceeded $20,000,000 with U.S. manufacturers capturing two-thirds of the $5,000,000 import market. **Tokyo Trade Center. Jan. 22-27, 1968.**

Consumer products. UNITED KINGDOM. Harrods, a leading department store chain in the United Kingdom, is planning a retail promotion of U.S. products. Three main themes will provide the "America Weeks" attraction: Colonial Williamsburg, the Wild West, and Space Technology. Principal product categories to be featured include housewares, food items, home furnishings, men's clothing, stationery and notions, jewelry, women's and children's clothing and accessories, and fabrics. Buyers from the store will be in the United States during the months before the promotion. U.S. firms wishing to have their products considered for the sale should contact Associated Merchandising Corp., 1440 Broadway, New York, N.Y., 10018, **Scheduled for Feb. 22-April 6, 1968.**

Agricultural machinery, food processing and packaging, metalworking machinery, industrial and agricultural chemicals, industrial engineering. PAKISTAN. U.S. Trade and Investment Mission. Business proposals should be submitted by Dec. 1, 1967. Mission is scheduled for **Feb. 3-Mar. 4, 1968.**

Non-destructive testing and quality control equipment. GERMANY. "It doesn't cost—It pays" will be the selling theme for the promotion of U.S.-made radiographic, isotopic, magnet particle, penetrant, ultrasonic, eddy current, sonic, high voltage, microwave, beta-ray, thermographic, infra red and other non-destructive research, laboratory and production line quality control equipment. European industrialists, ever conscious of the need for top quality and low cost production, desire the American experience gained in the fields of advanced data processing and electronic circuitry combined with basic non-destructive test principles which have traditionally given American products a distinct advantage over most European ones. The present annual market for non-destructive test equipment in Germany alone is estimated at $50 million and by 1970 should surpass $100 million. The convenience offered by the display area and the centralized location of Frankfurt in the Common Market Area provides a unique opportunity for the serious buyer to get a broad view without the tedious, tiring hall-to-hall visit so common with most European Fairs. **Frankfurt Trade Center. Feb. 5-8, 1968.**

Advanced medical equipment. ITALY. Italian Government plans call for the expenditure of $528 million for new hospital facilities for the five-year period that began in 1965. In addition to the sales that will result from the construction of new medical facilities, a fertile market already exists among Italy's over 1200 currently operating hospitals that are reportedly lacking in modern, technically-advanced medical equipment and supplies. Italian imports of medical equipment and supplies have averaged about $6 million annually over the past few years. **Milan Trade Center. Feb. 7-13, 1968.**

Miniature and microminiature electronic components. UNITED KINGDOM. British demand is accelerating for U.S.-made miniature and microminiature electronic components. Sales of solid circuits, thick-film, and thin-film circuits in the U.K. are expected to reach $8.7 million in 1967, and $4 million by 1970. More than 50% of the market for microminiature circuits in the United Kingdom is imported—most of it from the United States. Production of microcircuits in the U.K. has increased in recent years, but it is unlikely that it can keep up with the explosive demand projected for the next decade, and imports from the United States should continue to rise. **London Trade Center. Feb. 14-22, 1968.**

Institutional Hospital Equipment and Supplies. JAPAN. The sharp increase in the number of hospitals and clinics, approximately 100,000 now operating in Japan, coupled with labor shortages and rising wages, averaging 10% per annum, offer an excellent market for a wide variety of U.S. institutional hospital equipment, particularly products with advanced design and labor-saving features. Market research has revealed a good demand exists for food preparation and service equip-

ENGINEERING SOLDERING MACHINE by Hollis Engineering was among the products of three U.S. manufacturers shown by a local Italian agent at the show of production equipment for the electronics industry, held recently at the Milan Trade Center. Agents often represent American firms in shows.

ment, office machines, especially automated accounting systems, sickroom furniture and patient care equipment, equipment for housekeeping services from linen folders to floor scrubbers, and products for facilities improvement of all types —air conditioning, communications, record keeping, pharmacy, and nurses' stations. Japanese doctors, hospital and clinic administrators and other medical professionals feel that American medical treatment and hospital equipment is more advanced than Japanese, and these influential decision-makers will be visiting this show to see, specify and buy products shown by participating U.S. manufacturers. The impetus to buy is aided by a booming economy now prevailing throughout Japan. **Tokyo Trade Center. Feb. 19-24, 1968.**

Hi-Fi Equipment. SWEDEN. The Swedish market appears to offer an excellent opportunity for sales of American high fidelity and stereophonic sound reproduction equipment, currently estimated at more than $5 million annually and expected to double in the next few years. Swedes appreciate good music and enjoy one of the highest standards of living in Western Europe. They have sufficient disposable income for luxury items. As the novelty of TV diminishes, a sharp rise is expected in the popularity of complete sound systems. **Stockholm Trade Center. Feb. 22-28.**

Insecticides, fertilizers, agricultural chemicals, consumer goods, industrial and construction machinery and equipment, food processing and refrigeration equipment. IVORY COAST /CAMEROON. U.S. Trade and Investment Mission. Business proposals should be submitted by Jan. 15, 1968. Mission is scheduled for **Mar. 11-Apr. 4, 1968.**

Packaging Equipment and Materials. ITALY. Italy offers an excellent market for specialized and advanced packaging, packaging and accessory equipment. U.S. manufacturers supplied nearly 20 percent of Italy's imports of packaging equipment in 1966, and the current demand for special and fully automatic packaging equipment from the United States is still rising. Most Italian users and potential buyers of packaging machinery and equipment feel that U.S. products are superior to European items in efficiency, technical quality and durability. **Milan Trade Center. Mar. 13-19, 1968.**

Equipment and Supplies for the Plastics Industry. SCANDINAVIA. Scandinavian per capita consumption of plastics is high. Sweden itself is the third highest per capita consumer of plastics in the world. Rapid advances in technology, resulting in development of special-purpose resins, better design applications and greater use of plastics in combination with other new materials, have generated an overall annual production increase of 20% in the Scandinavian plastics industries. Sweden alone is estimated to spend $8 million a year for plastics machinery, yet only one firm manufactures needed equipment. Scandinavian countries rely increasingly on imports of capital equipment and supplies to fill production quotas. **Stockholm Trade Center. Mar. 28-Apr. 3, 1968.**

Oceanographic Instrumentation and Allied Products. UNITED KINGDOM. Being a leading maritime nation and beneficiary of the discovery of petroleum and natural gas in the North Sea, the United Kingdom has been selected as the site for the second U.S. Commerce Department-sponsored oceano-

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of those promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, Manila, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa, Melbourne, and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate Generals in Melbourne and Hong Kong.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

NEGOTIATING WITH SWISS BUSINESSMAN at highly successful U.S. Exhibition at NUCLEX/66 in Basel, two representatives of Tracerlab Inc. (left and center) discuss the features of their radiation detector equipment.

graphic equipment exhibition. At the first oceanography show, held at the Frankfurt Trade Center in November 1966, the 36 exhibiting U.S. firms made on-the-spot sales exceeding $150,000 and received indications of $4.8 million in orders for the following year. Over 25 percent of registered visitors came from countries other than Germany, indicating the international nature of the oceanographic community. The United Kingdom is a world center for oceanographic research and marine engineering, and is believed to be an attractive market place for the sales of U.S. products for a wide range of oceanographic applications. **London Trade Center, April 17-25, 1968.**

Food processing and packaging machinery, general industrial equipment, automotive parts and accessories, chemical and petrochemical parts and processes, and international trade, finance, and investment. PARAGUAY, CHILE. U.S. Trade Mission. Business proposals should be submitted by Mar. 11, 1968. Mission is scheduled for **April 20-May 18, 1968.**

Industrial process control equipment. SWEDEN. There is a growing demand in Sweden for both electronic and non-electronic instruments and devices for controlling industrial processes. In its effort to stem rising manufacturing costs and to remain competitive in world markets, Swedish industry is utilizing a wide range of process control equipment, including instruments imported from the United States valued at more than $3 million annually. Although market potential extends throughout Swedish industry, the pulp and paper, cement, chemical and metal fabrication industries offer prime sales prospects for U.S. equipment. Among the products to be featured at the exhibition are electric, electronic and mechanical instruments and devices used in measuring, recording and controlling the variables of industrial production such as temperature, pressure, moisture, delivery and liquid level. U.S. firms exhibiting will have an excellent opportunity to reach the specialized, selective Swedish industrial market, to establish sales representation there, or to expand existing sales. **Stockholm Trade Center. April 18-24, 1968.**

Electronic Production Equipment, Computers, Instrumentation. UNITED KINGDOM. Next to the United States, Britain is the free world's largest producer and user of instruments and electronic production equipment. With a rapidly growing European electronics market, presently estimated at over $9 billion, of which the U.K. market makes up $2 billion, and London the center of European Trade, especially electronics, the setting for the most successful Instruments, Electronics and Automation Exhibition is assured. The IEA Exhibition, held every other year, is the leading electronic design engineering event in Europe. A hard hitting market promotion campaign, tailor-made to each individual participant's desires, is already in motion. Book your space now, before the limited space is filled. **U.S. Commercial Exhibition. Instruments, Electronics, Automation Show, Olympia, London. May 13-18, 1968.**

Advanced Industrial Valves, Filters, Pumps and Compressors. JAPAN. Japan's economy continues to surge forward on all fronts, and achievements in 1966 exceeded all forecasts. As one of the world's leading industrial nations surpassing most European countries. Japan is looking for the newest and the best technology. Its industrial modernization and increased sophistication have paved the way for a clearly marked trend toward the increased use of advanced fluid, gas, and solids handling equipment throughout Japanese industry. Although the United States has a major portion of this important and lucrative market, American businessmen must continue to promote their products actively to meet increasing European competition. To ensure your share write now to obtain full details on how you may participate in this important Exhibition. **Tokyo Trade Center, May 13-18, 1968.**

Papermaking equipment. ITALY. The Italian market demand for papermaking machinery and equipment tops $30 million annually, and imports satisfy about 60 percent of this demand. The expanding production of paper and paperboard, which industry sources have conservatively estimated at 5% yearly during 1966-1969, and the necessity for continuous modernization to keep abreast of technological progress, make the Italian market a promising one to U.S. manufacturers in this field. Reports from Italy indicate that domestic demand has increasingly favored advanced and specialized American automatic, precision, and labor-saving papermaking equipment since there is some concern that rising labor costs and lagging technical development might lead to greater competition from imported paper products. **Milan Trade Center. May 15-21, 1968.**

Instrumentation and chemical processing equipment. FRANCE. The chemical industry is the strongest sector in the French industrial complex, currently growing at the rate of 8.4% per year. By July, 1968, there will be no protective internal tariffs within the Common Market, so France urgently needs to modernize its chemical industry to get on a competitive footing with its European member partners. This year $408 million will be spent on new plant facilities, including the latest in automation and processing equipment available. By 1970 these investments are slated to reach $612 million. The CHIMIE trade fair in Paris is the biggest chemical show in Europe in 1968 and is an ideal medium to reach this dynamic market. Attendance tops 350,000 business visitors and almost 1,400 manufacturers exhibit. **U.S. Commercial Exhibition, Salon International de la Chimie, Paris, May 24-June 1, 1968.**

Mobile fair makes Texas-size sales for traveling mission

Australia, New Zealand trip first combination of four export efforts

Eleven Texas industrialists have returned home after breaking new overseas business ground in a first-time combination of four Commerce Department export promotion programs.

A mobile trade fair of Texas products was accompanied on a journey to Australia and New Zealand by a trade mission consisting of representatives of the companies in the show. While touring the countries "down under" for 32 days in July and August, the mission members set up shop at the U.S.-organized exhibition at Melbourne's International Engineering Exhibition, Aug. 7-12, and the industry-organized, U.S. Government-assisted show at the Wellington International Trade Fair, held Aug. 17-Sept. 2.

Sales made by the 11 companies were Texas-size—$150,000 in off-the-floor sales, with over $2.2 million expected during the next 12 months as a result of the promotion trip.

The 18,000 pounds of portable exhibits, including machinery, models, audio-visual displays, and exhibit panels, were designed to survive eight quick knock-downs and set-ups, with shows scheduled at Sydney and Adelaide in Australia, as well as at the fairs in Melbourne and Wellington.

An indication of the popularity of the Texas-made machinery and equipment on display was the number of license and representation applicants who followed the group from Sydney and Adelaide to Melbourne, to keep their proposals before the traveling businessmen. Some New Zealand traders got the jump on their colleagues by coming to the Melbourne fair to get their proposals in before the mission arrived at Wellington.

Business negotiations with businessmen in Australia and New Zealand averaged 90 appointments a day during the visit of the trade mission to the two countries. Applicants had been screened carefully first by U.S. commercial officers in the countries so the Texans could concentrate on the most serious definite prospects during their short stay in each location.

URETHANE FOAM PROCESSOR for low temperature insulation is shown by M. W. Brown, of McGown, Sprinkle, and Brown (above left) to David Allen, and Don Johnson, two other exhibitors. Below, David Allen shows products of his company, Altex Equipment, to a prospective customer at the Melbourne show.

Five of the eleven firms, with contacts already established in both countries, were interested in working with their representatives to introduce new products and increase sales. Of the other six firms, two of which had no previous international experience, three successfully signed representatives in both countries, and three signed contracts to manufacture in Australia and sell in both countries.

Lubbock Manufacturing Co. came back from the trip with 40 applications from companies interested in licensing and joint venture operations.

Press coverage during the tour included over 700 inches of newspaper copy, over an hour in television appearances by mission members, and over four hours of radio time. Numerous informal appearances were also made by the Texas industrialists during the trip.

SPECIALIZED VALVES are explained to mission director James B. Swann (below right) by Y. S. Kim, international operations manager for Keystone Valve Corp., Houston, maker of the valves on display.

SALES REPRESENTATIVE for Hartford Special Machine Tool Co. shows latest models to Turkish buyers. A record number of visitors attended this year's Izmir fair, with all exhibitors pleased with results.

High sales expected from exhibit at Izmir International Trade Fair

Exhibitors report achieving primary marketing aims with sales of $843,000; business machine display repeated in Ankara

The U.S. Pavilion at the 1967 Izmir, Turkey International Trade Fair remained a popular favorite with the record 2.3 million visitors throughout the month-long run of the fair, which closed Sept. 20.

With definite sales registered during the fair totaling $843,000, all of the exhibitors in the U.S. Pavilion said they had achieved their primary marketing objectives in participating in the show. Future sales depend on import allocations, but most exhibitors felt results would be substantial, especially with active local agents promoting the sales of U.S. products.

Most of the business machines section of the U.S. exhibit has been moved to Ankara since the close of the Izmir show for a special exhibition which began Oct. 24. The arrangement marked the first time such a display has been used first at Izmir and later elsewhere in Turkey. Show planners expected good sales results from the second exhibit, displaying the latest U.S. business machinery to government and business leaders in the country's capital.

Especially successful in introducing new products to the Turkish market at Izmir were Bonnaire, Ridge Tool, Eastman Machine, National Cash Register, Hartford Special Machine Tool Co., Hunter Wheel Aligner, and Slifer Steam Cleaner.

Electronics exhibit, meeting scheduled for 1968 in England

INTER/NEPCON to tackle European market in October show at Brighton

A fact that is not well known is that the United Kingdom and Western Europe constitute the second largest electronics market in the world, after the United States.

A number of American manufacturers are currently selling to this overseas electronics market, but there exists opportunity for other manufacturers, all selling their products to the electronics industry, who are not now doing business in Europe.

Over the last year and a half, a number of exhibitions demonstrating U.S. electronic production equipment have been held in U.S. Trade Centers in England, Western Europe and Japan. Now a full-fledged conference and exhibition is being planned for Oct. 8-10, 1968 at Brighton, England, directed specifically to the electronic production specialists in the United Kingdom and Western European countries.

The conference, known as INTER/NEPCON, is being put on by Industrial & Scientific Conference Management, Inc., 222 West Adams Street, Chicago, Illinois 60606, the same organization that puts on a similar conference twice each year in the United States. A new convention hall at Brighton with 50,000 sq. ft. of air-conditioned space will be used for the event.

BUSINESSMEN CROWD EXHIBITS at one of the twice-yearly U.S. NEPCON shows, after which INTER/NEPCON will be patterned. U.S. electronic production equipment firms have been invited to exhibit.

Individual trade prospects shown in new Foreign Market Reports

U.S. commercial specialists abroad provide 305 reports on prospects for individual commodities in various countries

The Foreign Market Report Service has announced the availability of 305 more special reports submitted by U.S. commercial personnel overseas. These reports cover trade prospects for individual commodities throughout the world.

These listings appear regularly in INTERNATIONAL COMMERCE as new reports become available for sale. Listings have appeared in the Apr. 17, May 15, June 12, July 24, Aug. 14, Sept. 4 and Oct. 2 issues.

The reports, which vary in length from one to 52 pages, are available for $1.50 apiece from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Make checks payable to the Clearinghouse.

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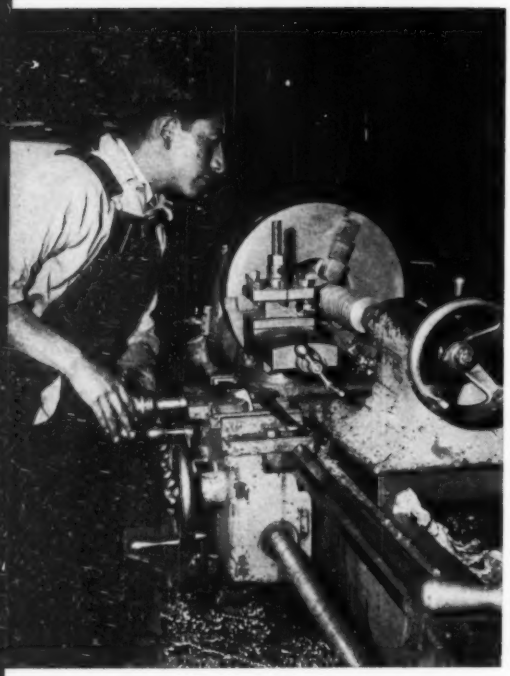

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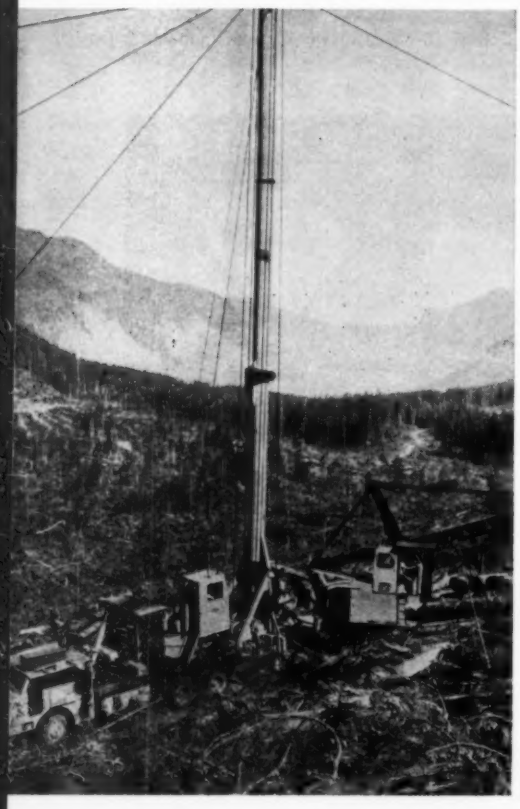

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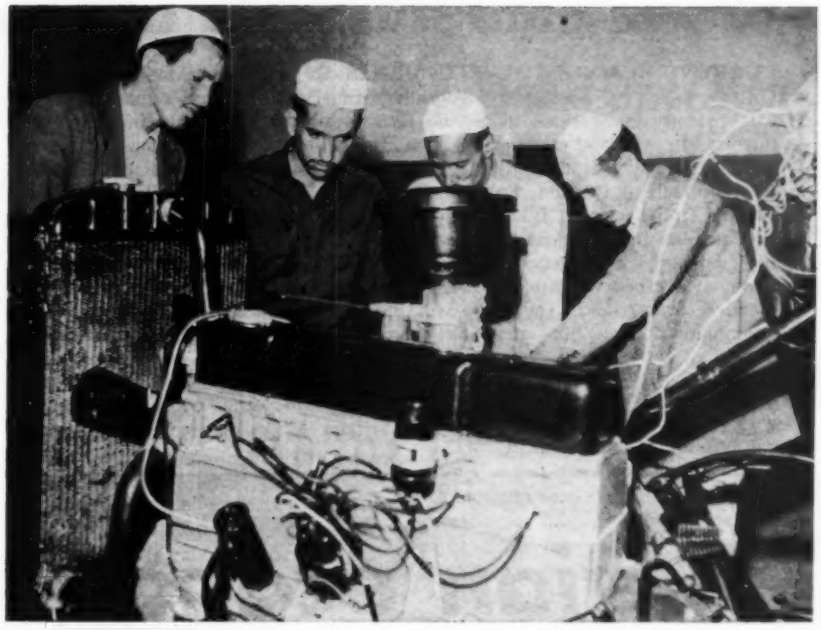

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Worldwide Business Outlook pages 26-29

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Gillette Espanola, the **Spanish** subsidiary of the Gillette Co., recently inaugurated its Seville factory for the production of razors and razor blades. The firm will eventually produce the whole line of Gillette products. . . . Caravans International, of London, **England,** has acquired Covered Wagon Trailer Mfg. of Elkhart, Ind., which it will operate as Caravans International Corp. . . . Control Data Corp. of Minneapolis will start construction next spring on a new plant at Ferney-Voltaire, a **French** border town near Geneva, Switzerland. The plant will build medium-sized computers at first but later start production of larger machines. . . . Braniff International and Greatamerica Corp. of New York, are joining with **Peruvian** interests in a $16 million program to build tourist hotels in Lima, Cuzco, Machu Picchu and Iquitos. . . . Black & Decker Manufacturing Co. of Towson, Md., has opened a new **German** plant for the production of power tools at Idstein, near Frankfurt. It is expected to employ about 240 persons by the end of 1967. It is the firm's seventh overseas plant. . . . Templet Industries of Plainview, N.Y., has licensed Fuji-Denko Corp., to use the Templet process for blanking metals in the **Japanese** firm's several electrical equipment plants. Templet now has license agreements with more than 200 companies and service and training subsidiaries on all continents. . . . Union Wire Die Corp. of New York City has established an **Irish** subsidiary, Union Wire Die Ltd., at Shannon to manufacture diamond wire-drawing dies. . . . Stauffer Chemical Co., of New York, and **Costa Rican** interests have formed a new company, Resinas Centroamericanas S.A., to construct and operate a multi-million-dollar polyvinyl chloride plant in Costa Rica.

Liberian economy slows

Falling iron, rubber prices dampen growth; government offers good investment climate

Declining prices for iron ore and natural rubber on world markets will keep the Government of Liberia from achieving its anticipated 1967 and 1968 revenues, according to the latest Economic Trends Report filed by the U.S. Embassy in Monrovia.

External assistance will be needed soon, according to the report, to arrange a rescheduling of Liberia's external debt payment to eliminate the growing time lag in payments of current accounts.

Increased taxes have depressed normal business activity and have limited the already low purchasing power of Liberian consumers.

Iron ore production for 1967 will be about 16.5 million tons—.4 million tons down from 1966 production. The current price is estimated at an average of $6.45 per ton FOB Liberia for about 60% FE ore. Prices have continued to drop for the past four years and it is expected that these lower prices will prevail through 1968-1970.

Natural rubber production continues to rise as new plantations come into production and the newly planted high-yielding rubber trees begin to produce. Production in 1966 was 121 million pounds dry rubber content; 135, 142, 155, and 170 million pounds is estimated for 1967, 1968, 1969, and 1970 respectively. The natural rubber industry, however, is plagued with falling world market prices which averaged 24.5¢ per pound (New York market) in 1965, 23¢ in 1966, and will average slightly above 18¢ per pound in 1967.

In 1959-1963 Liberia incurred an external debt of about $125 million in the construction of public buildings and highways. A stretch-out of this debt was achieved with International Monetary Fund assistance and the principal plus the interest payments totaled about $204 million.

From 1964 through 1967, Liberia paid about $6 million per year interest and about $3-$4 million per year on the principal of this external debt. At the same time, additional loans for development purposes such as for the Mt. Coffee Dam, the school and hospital building program, water and sewage installations, and highway construction, have brought Liberia's external debt at the end of 1966 to about $255 million.

Debt payment planned

The payment scheduled on this debt in 1968 is about $11 million. Beginning in 1969 through 1974, payments are scheduled from about $17 million to $14 million per year. Due to the low prices of iron ore and natural rubber, revenue accruing to the Government of Liberia has not been as high as was anticipated.

A decisive cut in the Government's operating costs would be necessary if the Government were to fund these payments; this is not expected. The Government is cognizant of this problem and is currently studying ways and means of rescheduling its payments which would call for Liberia's paying somewhere between $11-$12 million per year. Exactly how this stretch-out of payments will be accomplished is not yet clear.

Construction projects nearing completion include the pelletizing plant for LAMCO at Buchanan due to be finished by Dec. 1967; the Monrovia-Roberts International Airport highway (which currently is at a standstill); the John F. Kennedy Memorial Hospital scheduled to be finished in 1969; the Monrovia Jr.-Sr. High School expected to be completed in 1968; the cement plant to be completed in 1968; the Liberia refinery to be completed in 1968; and the Monrovia water and sewer systems which should be completed during 1969-1970.

Firestone has announced its plan to build a $6 million tire factory in Liberia; however, the construction of this plant may be delayed pending sales arrangements for these tires in the neighboring countries of Sierra Leone, Ivory Coast, and Ghana. Firestone looks forward to providing tires for the heavy trucks in Liberia, Sierra Leone, and Ghana under preferential tariff arrangements. This tire factory's production will be coordinated

with the production of the tire factory being operated and partly owned by Firestone in Ghana.

Of particular interest is that Firestone may be able to work out a "free tariff" arrangement with neighboring West African countries. This might be the beginning of a "duty free area" for other West African products.

Although the current economy of Liberia is at a low ebb, primarily due to the low natural rubber and iron ore prices, it is estimated that economic growth in Liberia continues at about 4½-5% per annum. With increased production in iron ore beginning in 1968, continued increase in rubber production and other agricultural products through 1970, this growth rate is expected to continue for the next three or four years.

From 1970, with increased production of palm oil, rice, and other agricultural products, and exploitation of additional mineral deposits, continued economic growth seems assured.

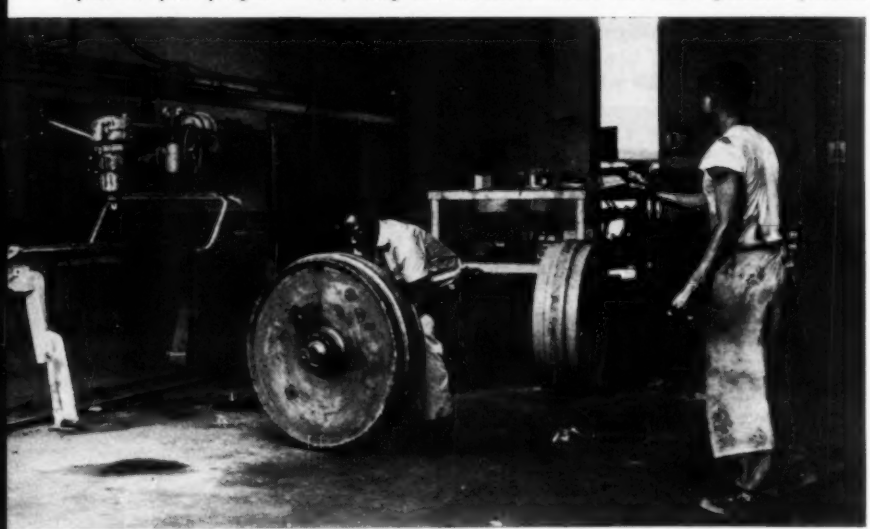
Agricultural economy

More and more Liberians are beginning to realize that Liberia is primarily an agricultural economy, and that the future development of Liberia depends heavily upon the development of its agricultural resources.

Factors with important implications for the United States are:

- The Liberian Government will need external assistance in the near future in arranging a further stretch-out of its external debt.
- Investment opportunities in Liberia should become even more attractive with lower electric power cost, safe water and sewer systems in Monrovia, better road system, the continued use of the U.S. dollar as Liberian currency, and the freedom to move capital both in and out of Liberia without restrictions. Especially attractive should be the stable government offered by Liberia.
- The Liberian Government's financial difficulties and austerity program which are expected to continue for the next few years will have a depressing effect upon business activity in general and will curtail an already low consumer purchasing power. Sales of U.S. goods and services to Liberia, therefore, are not expected to increase during this period.
- As Liberia acquires its own industry, i.e., the oil refinery, cement plant, and tire factory, protective tariffs are expected to prohibit the imports of these products. This will especially affect imports of U.S. petroleum products and auto and truck tires.
- Imports from West Germany and Japan as well as Red China are causing increasingly severe competition for higher quality and higher priced goods from the United States.
- There is a growing demand for U.S. manufactured electrical power tools, locks and construction materials, recreation equipment, including boating and fishing gear, and especially small plastic boats and outboard motors.
- Over the long run, as Liberia proceeds to develop its agriculture and industry, Liberia will prove to be an expanding market for agricultural machinery, fertilizers, seeds, road building equipment, and heavy construction materials and equipment.

IRON ORE PRODUCTION is down nearly ½ million tons, and prices are falling. However, production is expected to pick up again in 1968, along with increases in rubber and other agricultural products.



Abu Dhabi market potential increased by oil revenues

Liberal trade policy makes Arabian state attractive market

Abu Dhabi, the largest and westernmost of the seven Trucial Shaikhdoms, with a population of 25,000, is anticipating $100 million in oil revenues during 1967.

This British Protectorate has become a major oil producer recently, with its production rate averaging about 370,000 barrels per day, or 6½% over comparable 1966 figures. The two major oil companies in the area are Abu Dhabi Marine Areas (ADMA), offshore concessionaire recording a 21% increase in production for the year, and Abu Dhabi Petroleum Co. (ADPC), onshore concessionaire.

With its liberal trade policy—a 2% across-the-board import duty and no import licensing—and its high per capita income, this State is potentially one of the most important markets of the Arabian Gulf States area.

Extensive development has begun with the implementation of an overall plan to construct roads, power plants, water supply, ports and airfields; and the area is heavily dependent on the import of consumer goods.

The currency of Abu Dhabi is the Bahrain dinar which is equal to U.S. $2.80. United States representation in the area is conducted through the American Consulate General in Dhahran, Saudi Arabia. The Shaikhdom is represented in the United States by the British Embassy in Washington, D.C.

The Department of Commerce recently released an Overseas Business Report, OBR 67-67, *Foreign Trade Regulations of the Arabian Gulf States*, including material on Abu Dhabi, that may be purchased through any of the Department of Commerce field offices or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Additional information on Abu Dhabi may be obtained from the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Swiss 'cooling-off' measures cause lowest GNP growth rate in years

Limits on foreign workers inhibit industrial expansion plans; imports of consumer goods offer best sales openings for U.S.

The Swiss Government's strict controls on the employment of foreign labor, the continued tightness of the capital market until recent months, and the slackening of export demand have combined to reduce the growth of the economy to the slowest pace in many years.

The real increase in gross national product, which had reached 7.3% in the boom year 1961, dropped to 2.3% in 1966 and has fallen to about 2% this year, according to the latest Economic Trends Report submitted by the U.S. Embassy in Bern.

The growth of private consumption has slowed and gross domestic investment is stagnant. Public expenditures, on the other hand, are rising faster than the GNP.

Expansion difficult

Government measures requiring a cutback in the employment of foreigners and limiting the expansion of total employment have made it difficult for firms in Switzerland to plan expansion of plants. This is reflected in declines in industrial construction, in imports of capital goods, and in employment in the construction industry.

Industrial production is now growing at an annual rate of only 3%, while employment in industry is declining at about 1% per year.

On the other hand, the increasing labor shortage has stimulated the re-equipping of existing factories and has not prevented the increasing prosperity of the chemical and watch industries, which lead all other Swiss industries in the growth of production and have even managed to increase their labor forces.

Private consumption is rising less rapidly than in recent years, but it seems to be outpacing the growth of domestic production. Thus, imports of consumer goods are rising faster than any other category of imports. Foodstuffs and clothing are the leading consumer imports, but automobile shipments are also increasing at a healthy rate.

The demand for new housing, on the other hand, seems to be slackening, as a consequence of the high volume of construction in recent years and the rising interest rates on new mortgages.

The policies followed by the Government and the National Bank have cooled off the overheating of the economy and brought about a reduction in the foreign labor force.

In the effort to curb inflation, however, success has been more elusive. Through 1966 and the early months of 1967 the increase in the cost of living was kept at an annual rate of 4% or less. In the year ending in August 1967, however, the retail price index went up 4.8%.

The largest increase was 31% in the price of liquid fuels, resulting from the closing of the Suez Canal. Food, however, went up 5% and rents rose by 9%.

The large influx of money into Switzerland following the outbreak of war in the Middle East drove short-term interest rates sharply down, and led the National Bank to lower its discount rate from 3½ to 3% on July 10 in an effort to encourage it to flow out again. The unstable character of this money limited its effects on long-term interest rates, however.

During the year ending June 30 wages rose 5.4% on the average. This was less than the previous year's increase, however, the recent upswing of the cost of living index can be expected to stimulate wage increases in the months to come.

When the present foreign labor decree expires at the end of this year it seems likely that it will be replaced by a more flexible policy which would permit a pick-up in industrial investment.

The foreign labor force probably will be kept at about the present over-all level, but more freedom of movement from one firm to another will be permitted. This should make it possible for the more dynamic firms to undertake expansion projects not possible up to now.

A revival of machinery imports could be expected to follow, thus opening up opportunities for American exporters.

In any case, if the foreign work force is not permitted to increase, and if Swiss workers continue to leave the factories for white-collar jobs, the labor shortage in industry may become more acute.

Thus, the demand for labor-saving equipment should increase, providing a potential market for American firms interested in assisting Swiss manufacturers to increase productivity.

Investment situation unchanged

As long as the Swiss Government's policy prevents an increase in the foreign labor force, the atmosphere for American direct investment in Switzerland will remain unchanged.

Generally, U.S. firms already operating in Switzerland will only be able to expand their staffs if they can do so without increasing their employment of foreigners.

Despite the stagnation of investment demand and the decline in industrial employment, consumer demand in Switzerland is high and should continue to rise.

A steady rise in consumer demand seems more certain than a comparable growth in domestic production of consumer goods. There should therefore be good possibilities for continued growth of American sales in this field.

RISING FOOD PRICES, up 5% in year ended August 1967, have contributed to Swiss inflation troubles.

OECD study evaluates the world's capital markets; recommends increased international links

Six-part report explores problems of financing development in mature economies; roles of national institutions vary widely

By GRACE W. FINNE
European Division, BIC

The Organization for Economic Cooperation and Development's (OECD) recent six-part study of the world's capital markets is an invaluable aid to everyone interested in the broad problem of financing economic development in mature economies.

In recognition of the importance of efficient capital markets, particularly in Western Europe, the OECD Council of Ministers instructed the Committee for Invisible Transactions on Jan. 26, 1965 to study possible measures to improve the efficiency of national capital markets in order to increase the availability of savings for investment and to promote balance-of-payments equilibrium. The work was carried out by three groups of experts from twelve West European countries.

The Capital Market Study analyzes the formation of savings, the flow of savings to financial institutions, the links between various parts of the capital markets on a national and international basis, and the possibility of improving the volume of capital flows and removing technical obstacles to movements of capital.

Financial roles vary

Capital markets are discussed in terms of how well the financial institutions and other intermediaries serve both the savers and the end-users of capital.

The roles of the respective national financial institutions vary considerably, with, for example, insurance companies and private pension funds accounting for as much as 40% of the total funds collected by the financial sector from the rest of the economy in the Netherlands, 38% in the U.K., 33% in Sweden, and only 20% in the U.S.

Comparing the rates of commission for placing domestic fixed interest securities, the study points out that more competition between underwriting groups and relaxation of government restrictions governing the transfer of new issues could induce a lowering of commission charges in high cost countries such as France, where total new issue costs amount to 3.5% for Government-sponsored securities and 5.5% for private bond issues.

One of the most interesting parts of this timely OECD study is the discussion of stock exchanges. Charts of the movements of share price indices at major stock exchanges display some extreme price movements since 1953, with comparatively more stable movements in New York and London and some of the smaller European countries.

Main recommendations by the OECD study are increased participation in the secondary market by institutional investors and improved international linkage between stock exchanges. Although the study recognizes that Governmental restrictions frequently reflect balance of payments deficits, removal of fiscal discrimination in favor of domestic securities is advocated and increased listings of foreign securities are recommended in order to improve international linkages.

Many of the conclusions of the OECD study are in conformity with the findings of a recently published study by a group of Common Market experts headed by Professor Claudio Segre: *The Development of a European Capital Market*, 1967,—382 pp., $4.

This report was commissioned by the EEC Commission to report on measures to improve the functioning of capital markets in the European Community.

Write: EEC Information Office, Suite 808, 900 17th St., NW., Washington, D.C. 20006.

Capital market study

The OECD report consists of: Vol. I—General Report ($6); Statistical Annex to General Report ($4.50); Vol. II—Formation of Savings ($4); Vol. III—Functioning of Capital Markets ($4); Vol. IV—Utilization of Savings ($4); Supplement: Structure of Interest Rates in some OECD countries ($1).

Subscription for the complete series is $17.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave., NW., Washington, D.C. 20006 (Telephone 202-298-8755).

Economic Trends Reports now on sale

The full Economic Trends Reports from which the stories in this section of the magazine were drawn can be ordered from the Clearinghouse for Federal Scientific and Technical Information fo $1.50 apiece.

Order by DIB number: Liberia (DIB 67-11-029), and Switzerland (DIB 67-11-031).

Earlier reports, which are also available from the Clearinghouse, include Australia (DIB 67-1840), Cameroon (DIB 67-1864), Japan (DIB-1865), Pakistan (DIB 67-1866), Venezuela (DIB 67-1867), New Zealand (DIB 67-08-035), Rep. of China (Taiwan) (DIB 67-08-064), France (DIB 67-08-001), Dominician Republic (DIB 67-08-002), Cent. African Rep. (DIB 67-08-102), Surinam (DIB 67-08-007), Mexico (DIB 67-10-045), Bolivia (DIB 67-10-044), Uruguay (DIB 67-10-046), Belgium (DIB 67-11-002), Lebanon (DIB 67-11-001), Liberia (DIB 67-11-029), India (DIB 67-11-030), Ethiopia (DIB 67-11-028) and the United Kingdom (DIB 67-11-051).

Also Kenya (DIB 67-09-235), Brazil (DIB 67-09-254), Canada (DIB 67-09-184), Germany (DIB 67-09-253), Australia (DIB 67-09-362), Congo (DIB 67-09-255), Greece (DIB 67-09-183), Haiti (DIB 67-09-225), Jamaica (DIB 67-09-345), Korea (DIB 67-09-346), Morocco (DIB 67-09-213), Peru (DIB 67-09-277), Philippines (DIB 67-09-276), Turkey (DIB 67-09-363) and Sierra Leone (DIB 67-09-111).

Write: Clearinghouse, U.S. Dept. of Commerce, Springfield, Va. 22151. Make checks payable to the Clearinghouse.

Eximbank authorizes $5.4 million credit for station in Chile

Turn-key contract to construct project goes to N.Y. firm

A $5,362,000 Alliance for Progress credit, authorized by the Export Import Bank, will enable a Chilean public agency to purchase U.S. equipment and services required for a new satellite communications ground station.

The borrower, Empresa Nacional de Telecomunicaciones S.A., plans to build the new satellite facility at Longovilo which is about 60 miles south of Santiago. A significant improvement in Chile's international communications is expected when the facility is completed in 1968.

COMSAT specifications

The Chilean agency has retained the Communications Satellite Corp. as technical advisor, and the Longovilo station will be built according to its specifications.

General Telephone and Electronics Inc. of New York City will construct the project under a turn-key contract and will finance the local costs which are equivalent to $1.5 million. The company will also provide management and training for the new station until June 30, 1969.

The project is scheduled to be completed next year by July and work has begun on site preparation and construction of an access road, a power line and a service water facility.

Plans of Empresa Nacional de Telecomunicaciones S.A. call for operating 16 Atlantic Intelsat II satellite channels in 1968, rising to 76 in 1973.

Investment in Southeast Asia is topic of AMA briefing

Ambassadors of Indonesia, Malaysia and Singapore will participate in an American Management Assn. sponsored briefing session focusing on business and investment opportunities in Southeast Asia.

Scheduled for Nov. 20-22 at the Statler-Hilton Hotel, New York City, the session will also have as guest speakers George F. Frasche of Union Carbide Eastern Ltd.; Kenneth D. Gott of Business International Corp.; Willem Zwiers, B. W. Berenschot Co.; Stefan J. Rundt, S. J. Rundt & Assoc.; and J. Wilner Sundelson, Seaway Assoc., Ann Arbor, Mich.

For further information, **write:** American Management Association, Inc., 135 West 50th St., New York, N.Y. 10020; or **telephone:** Area Code 212-JU 6-8100.

U.S. firm to equip Korean textile plant

Eximbank credit to assist financing of U.S. purchases

Chemtex, Inc. of New York will supply some $6.1 million worth of U.S. equipment to a Korean textile firm, which is undertaking an expansion program at its manufacturing plant at Tongnae in Korea.

Equipment to be purchased in the United States will be for the production of filament as well as fiber, and will enable the privately-owned Daehan Synthetic Fiber Co., Ltd. of Seoul to produce its own polymer resin. Daehan expects to purchase most of the raw materials required for the expanded plant from the United States at an annual cost of some $2.6 million.

Proceeds of an Export-Import Bank credit of $4,275,000 will help finance the purchases of U.S. equipment and services required to double the capacity of the Daehan polyester fiber manufacturing plant. Total cost of the expansion program is estimated at $6.95 million. Other participants in the financing of U.S. purchases are Chemtex and the Korean shareholders in the textile firm.

Chemtex will also design and supervise construction of the plant as well as train local technical personnel.

The plant at Tongnae was begun in 1963 with $1.65 million of equity investment by Chemtex and a number of Korean spinning and weaving firms, and a $1.65 million loan from the Agency for International Development. Expansion of the plant will be completed in 1969.

U.S.-Jordan pact to boost sales of farm equipment

AID program aims to double wheat yields on East Bank

The U.S. Agency for International Development and Jordan have signed a contract for a program to increase wheat yields on the East Bank. The aid will consist of $600,000 over a five year period plus the services of AID technicians and the importation of prototype machines.

The program, which will involve improved planting techniques, utilization of increased quantities of fertilizer and herbicides, and the use of modern farm machinery, hopes to double current yields by 1980. If this goal is met, it is expected to produce an enlarged market for U.S. agricultural equipment such as grain drills, particularly deep furrow; chisel plows; rod weeders; and other kinds of tillage tools. The use of combine harvesters, introduced into Jordan several years ago, and farm tractors is also increasing rapidly.

Initial advantage

Both American and European farm machinery are being used in Jordan at the present time, but some U.S. producers are at a disadvantage due to higher freight costs for parts and lack of an adequate local inventory of parts.

The wheat program should give American firms which produce specialized machinery to be recommended by AID an initial advantage. Moreover, if the program is to be fully implemented, dealers in Jordan will need to stock not only complete machinery but an extensive inventory of parts.

Polyvinyl plant in Costa Rica to be operated by N.Y. firm

Stauffer Chemical Co., of New York, and Costa Rican interests have formed a new company, Resinas Centroamericanas S.A., to construct and operate a multi-million-dollar polyvinyl chloride plant in Costa Rica.

Peru may enact new restrictions on some imports

Measure would affect used machinery and equipment

The Peruvian Administration has under consideration a bill which would restrict the importation of automobiles and of used machinery and equipment unless justified in the national interest.

The bill would also subject to prior licensing imports designated as non-essential or luxury items or those similar to products which can be produced in Peru. It would provide a moratorium on 50% of the exonerations from customs duties now granted under Peru's industrial promotion law.

As sources of additional revenue, the Government also has under consideration a 10% temporary one-year tax on all exports except fish meal, a tax of one sol per gallon on diesel oil, a property tax, and revised taxes on business and individuals.

Tighter control over entry of goods imported under the industrial promotion law was established by the Government in its decree of Sept. 30.

Finns plan export surcharge, end to some import duties to ease devaluation's impact

To counteract the effects of its recent currency devaluation, the Finnish Government has announced that it will submit proposals regarding exports and imports to the National Parliament.

The Government will propose a 14% export surcharge in order to restrain wage and price pressures, as well as providing a tax on unjustified profits created by the devaluation.

The surcharge would be reduced gradually on certain conditions, and would remain in force until the end of 1969.

The Government has also decided to submit a bill to abolish on Jan. 1 import duties on goods subject to Annex I of the Finland-EFTA Agreement. These are goods to which the slower tariff reduction timetable was applied. This measure is designed to reduce the rise in import prices due to the devaluation, and to accelerate the drive for increased domestic production.

Mexico modifies procedure on convention materials

Mexico's National Tourism Council has established a procedure for the temporary duty-free importation of convention and exhibition materials which modifies previous information reported in INTERNATIONAL COMMERCE, May 22, p. 28.

Requests for exemption from duty should be addressed to: Sr. Rene Martinez, Director de Convenciones, Consejo Nacional de Turismo, Mariano Escobedo 726, Mexico 5, D.F. Information should be given in detail of the meeting plans and a list of the materials which the convention group desires to import should be enclosed. At least 60 days lead time should be provided to allow time for customs formalities.

New routing code system for mail adopted by Italy

Italy has adopted a new postal routing code system. Mail which does not show the proper postal routing code may be delayed in delivery. Henceforth, a five-digit number must appear in front of the city to which the letter is addressed.

A directory containing the new routing codes is available. **Write:** Ministero delle Poste e Telecomunicacioni, Direzione Centrale Movimento e Transporti, Ufficio Studi, 00153 Roma, Viale Aventido 19.

New Ethiopian regulation

Due to increased transportation cost resulting from the closure of the Suez Canal, exporters to Ethiopia are requested by the Ethiopian customs authorities to list separately on the shipping documents the additional charges incurred thereby.

Such charges will not be included in the valuation of the goods for duty purposes. Since customs duties are normally calculated on a basis which includes all freight charges in the valuation, this will afford some reduction in the total duty payable by the Ethiopian importer.

International trade center in Bermuda to open in '68

The Bermuda International Trade Center is now under construction in Hamilton, Bermuda and will open for international trade displays in the autumn of 1968.

The new center is reported to have received about 200 inquiries from exporters and manufacturers in 21 nations, including 70 from the United States.

There will be three floors offering 5,000 sq. ft. of exhibit space on each floor. On the ground level there will be 3,000 sq. ft. devoted to displays of machinery and heavy equipment, cars, engines and the like. There will also be a roof-top restaurant, which will double as a convention hall, overlooking the beautiful city of Hamilton.

Inquiries should be directed to: Mrs. Margaret Gurr, Secretary and Exhibit Coordinator, Bermuda Promotion Ltd., Box 539, Hamilton, Bermuda.

Uganda widens list of items requiring import licensing

In keeping with its announced policy of ultimately instituting comprehensive import licensing, Uganda's Ministry of Commerce and Industry has declared that the following commodities will henceforth require licenses when imported into Uganda from any country:

Jams and marmalades, fruit and vegetable juices, vermicelli, spaghetti, macaroni, butter substitutes, phosphatic fertilizers and materials, superphosphates, sodium silicate, kraft paper and paperboard, bed sheets, bedspreads, tablecloths, towels, suitcases made of synthetic fibres, round iron bars, cast iron sanitary fittings, manhole covers and frames, wood screws, television sets, radios, weighing machinery, handkerchiefs, shawls, scarves, mufflers, brassieres, used clothing for resale, plastic labels, paper and paperboard labels, and tea chests.

U.K. sets import quota for canned grapefruit

The United Kingdom Board of Trade has announced that the quota for imports of canned grapefruit from the dollar area during the year Oct. 1, 1967-Sept. 30, 1968 will be $1,260,000 c.i.f. This quota is the same as in 1966-67.

Unless noted otherwise, each opportunity listed in this section is identified by a project number. Firms interested in following up a proposal can obtain the name and address of the foreign firm along with any additional information which may be available by writing: Office of International Investment, BIC-876, U.S. Department of Commerce, Washington, D.C. 20230. Requests should be under company letterhead and must identify the particular opportunity by its project number.

The designation WTD following the project number indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms interested in joint venture or licensing arrangements abroad. Call Area Code 202, WO. 7-3786 or write: Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

Dahomey Government seeks U.S. partner for marble quarrying joint venture

Offers U.S. participant percentage of equity in enterprise; project requires some roadbuilding, machinery, and capital

The Dahomey Government proposes a joint venture with an experienced U.S. mining firm to quarry marble. The U.S. participant is asked to supply approximately $1.8 million in return for a percentage of equity in the venture.

Marble deposits are located in the Dadjo region about 200 miles north of the capital of Cotonou, and cover an area of 30,000 square kilometers. Potential production is estimated at five million tons of surface marble. Required of a U.S. partner in the project is some roadbuilding and road repair, construction of workshops and a warehouse, plus provision of necessary quarrying machines and equipment including trucks for transporting marble and personnel.

Summary available

A summary of the amount of roadbuilding and types of machinery and equipment to be furnished by the U.S. partner in the venture may be obtained by requesting details on Project 7968 from: Bureau of International Commerce OII-876, U.S. Department of Commerce, Washington, D.C. 20230.

Planning calls for the project to advance in three phases. Initial production would consist of broken marble and small decorative plates, then will come production for art objects and statues. The production of these two phases will be for both the domestic and export markets. Third phase activity will be the quarrying of 20-ton blocks, solely for export. Estimated rate of production is not yet determined.

Firms interested in following up this proposal should **write:** Direction du Plan, Ministere de Finances, des Affaires Economiques et du Plan, B.P. 239, Cotonou, Dahomey.

License to produce large, high precision machinery sought by Belgian firm

Founded in 1835, a Belgian manufacturer of boilers and steam generators, diesel engines, hydraulic turbines, turbocompressors and crushing equipment for mixing operations seeks a license to produce large, high precision machinery for distribution in the EEC, Africa and the Near East.

The firm's facilities on a 30-acre site include a cast iron and brass foundry, boiler forge and finishing shop. The firm has approximately 725 employees and manufactures crushers under licensing agreements with two U.S. companies. Annual sales are reported to be about $4.8 million.

U.S. firms interested in this opportunity may obtain further details. **Write:** Mr. Victor Bernard, Deputy Consul General Industrial Section, Belgium Consulate General, 50 Rockefeller Plaza, New York, N.Y. 10020.

Venture proposed to expand two hotels in Pakistan

Project requires $2.6 million investment, technical expertise

A joint venture to expand and modernize two first class hotels, in Karachi and Lahore, Pakistan, is sought by an experienced hotel firm.

The West Pakistani company proposes to spend around $3.6 million in its expansion program including the installation of new refrigeration and central air conditioning equipment in both hotels. Asked of a U.S. firm is an additional $2.6 million, machinery, equipment and technical know-how, in return for 25% to 45% equity in the enterprise.

Built in 1948, the Karachi facility is reportedly located on a 26,666 sq. yd. waterfront site, between an excellent residential area and the harbor. It has 150 rooms, four banquet halls, a swimming pool and wide lawns used for large receptions. The value of the land and buildings is estimated at $2.1 million.

The Lahore hotel was erected 70 years ago and has 112 rooms. It occupies a 48,000 sq. yd. site adjoining the Governor's House, and is about 100 yards from the city's main shopping area. The Pakistani company says it has spent over $600,000 in air conditioning and other improvements on this structure.

Established in 1948, the Pakistani concern has about 250 employees. Project 7967. WTD.

Kenya firm seeks license to produce hair spray

A Nairobi manufacturer of cosmetics, toiletries and household aerosols seeks a licensing agreement to produce aerosol hair spray and allied products. A U.S. licensor is asked to supply substantial advertising and promotional support. The Kenya company claims it could produce approximately 100,000 containers during the first year.

Established in 1965, the firm has about 20 employees, plus six traveling salesmen. Project 7962. WTD.

Hydraulic, packaging, strapping machinery licenses requested

Swedish firm also wants other types of sophisticated machinery

A prominent Swedish manufacturer of highly sophisticated pneumatically and hydraulically operated automatic machinery and equipment, used principally in the glass, pulp and steel industries, is interested in acquiring international licensing rights for hydraulic products and components, all types of packaging machinery, strapping equipment for unit load handling and for similar sophisticated machinery and equipment, although these need not be limited to use in the aforementioned industries.

The firm currently makes glass container manufacturing equipment, representing 85% of its turnover, hydraulically operated automatic machinery for baling and handling of pulp in cellulose plants, and similar equipment for bundling and binding rods and wire coils in steel plants. Between 80 to 85% of the company's total turnover is exported.

Licenses are sought for new products requiring a high degree of engineering sophistication and manufacturing technical know-how and which can be produced in sufficiently large quantities to permit rationalized production.

Direct sale desired

Direct sale to using industries, rather than through distributors, is desired.

The Swedish firm is reported to have a highly efficient administration, design, engineering and production staff which is reflected in the extremely high quality of its production. It is claimed that since these machines often are operated by the glass, pulp and steel industries continuously for 24 hours a day, they require fool-proof design and craftsmanship and a very high level of quality.

Founded in 1756, the Swedish firm's head office and main plant in Sundsvall employs 500 and another plant in Orebro has 200 employees. Present annual volume is around $15 million. Project 7965. WTD.

DEVELOPING NATIONS ARE DEVELOPING COMPUTER CAPABILITY, as shown in this visit by university professors and computer center directors from Argentina, Brazil, Chile and Colombia to the IBM Scientific Center in Cambridge, Mass. They saw a demonstration of an IBM 2250 graphic display terminal.

Fruit processing venture offered

Argentine association seeks machinery for proposed plant

A large growers' association in the Province of Misiones, Argentina, seeks a joint venture with an experienced U.S. fruit juice processor to establish a citrus fruit operation in the province.

Under the agreement, the association would furnish adequate supplies of fresh fruits, electric energy and packing house facilities. The U.S. participant would supply the necessary machinery and equipment for the proposed plant.

The association estimates that the annual citrus fruit production of the Province of Misiones is approximately 30,000 tons. Despite the large volume of available raw material, the association claims there are no fruit juice processing operations in the area.

In accordance with the Argentine Government foreign investment promotion program, both participants would be entitled to submit to the Argentine State Secretariat of Industry an application requesting the issuance of a special decree granting duty free importation of the machinery and equipment required for the proposed enterprise. As a rule these special foreign investment promotion decrees stipulate that most of the estimated production be marketed overseas. Project 7961.

Belgian machine tool firm looks for U.S. partner

A manufacturer and distributor of precision machine tools including drilling, tapping and milling machines offers a U.S. firm majority participation in the enterprise.

Established in 1919, the Belgian concern has about 100 employees, plus six traveling salesmen. Its plant and offices are located on a 220,000 sq. ft. site. Project 7964. WTD.

Seven British manufacturers seek licenses to produce equipment

Arrangements wanted for rights to make rubber products, materials handling equipment, metal components, other items

Seven British manufacturing firms are seeking licensing arrangements with U.S. firms to produce various products related to their present lines.

• A British manufacturer and exporter of electronic and electro-mechanical equipment, proposes a licensing and/or representation arrangement with a U.S. company for the manufacture in the United Kingdom of micro-instrumentation devices or other items in the general range of the firm's products.

The company's products include electronic and electro-mechanical equipment for the aircraft, textile and medical industries; passive components for general electronic industries; water operated batteries; general engineering products for the automotive industry; variable speed units for industrial machinery; machinery and ancillary equipment for hosiery and boot and shoe industries; watches and clocks; animated advertising and industrial training aids.

The British company already holds licenses from several U.S. firms. It was established in 1952 and currently employs around 2,300. The firm's Croydon plant is reported to be equipped with modern high precision machinery. Project 7974. WTD.

• License to produce electrical switchgear, control devices, alarm units, panel diagrams, motor control gear and starters for use in the paper, chemical, petroleum and petrochemical industries is sought by a manufacturer of electrical and mechanical equipment. The British firm is also interested in the purchase of motor control gear relays, solid state contactors, variable speed solid state electrical motors and star delta starters.

The concern's product line includes automatic starters, and combustion control equipment, special control boards, floor heating control units, switchboards, lighting fittings and motor control gear. It employs about 100 and is a member of a group of companies engaged in electrical engineering and contracting for lighting, heating and power installations. Project 7973. WTD.

• Founded in 1920, a firm producing electrical insulating materials, including plastics, seeks licenses to make specialized products in this field for distribution in Great Britain, Europe and other markets.

The company manufactures laminated plastic sheets, glass and silicone laminates, tubes and mica products. It also produces such building materials as clay roofing tiles, ceramic floor tiles and pierced screens and glazed hand made bricks.

Facilities in U.K.

The British concern operates a modern, well equipped plant covering around 100,000 sq. ft. and employs approximately 400. Other facilities include three showrooms, a branch office in London and 13 warehouses situated throughout the United Kingdom.

The company also has two subsidiaries, who are partially engaged in locating new materials for the parent firm to manufacture and process.

According to the British company, it is already making electrical insulating tubing under licensing agreements with two U.S. firms. Project 7972. WTD.

• A Birmingham manufacturer and distributor of fractional horse power motors, geared motor units and automobile horns seeks a license to make related products.

The British firm was established in 1921 and employs about 250. Approximately 80% of its electrical motors reportedly are manufactured to customers specifications. Project 7971. WTD.

• A Sussex manufacturer of materials handling equipment and a wide range of building contractor's equipment is interested in negotiating licensing and/or representation arrangements to make or sell newly developed products in these industries. The firm also imports space heaters, building contractor's equipment and fork lift trucks. It currently represents a U.S. manufacturer of heating equipment.

The British firm is particularly interested in all types of equipment used by builders, ranging from the smallest to such items as excavators and materials handling equipment used for storing, collecting and stacking. It would also consider new types of scaffolding and prefabricated semi-residential building as well as products sold through hardware and do-it-yourself retail outlets. Project 7975. WTD.

• A manufacturer of rubber engraving sheets, stereo compounds, covered rollers and silicone tubing seeks a licensing arrangement with a U.S. firm.

The British concern is interested in producing matrix molded sheet, special types of engraving gum and particular kinds of rubber compounds for making flexographic printing plates.

Established in 1932, the firm has around 140 employees plus six traveling salesmen. It distributes its products on both the domestic and export markets. Project 7970. WTD.

• A manufacturer of carpet machinery and equipment, springs, repetition parts and plastic moulding seeks a license or contract manufacturing agreement with a U.S. firm.

The British company is interested in the production and distribution of a complete unit, which would fall in the fields of metal pressings and light assemblies, including sheet metal work for the electronic and vending machine industry. Project 7976. WTD.

Austrian film producer wants U.S. participant

A Linz motion picture firm specializing in the production of documentaries, cartoons and industrial films seeks a cooperative arrangement with U.S. film producers to make any type of motion picture.

The Austrian company would furnish two modern well equipped studios of 88 and 240 sq. meters, its experienced staff and, if necessary, capital. The company has a good reputation in the Austrian film industry and several of its films have won prizes. One of the partners in the enterprise also operates a motion picture theatre in Linz. Project 7963. WTD.

Australian firm wants to make blasting mats

A Brisbane manufacturer of such rubber goods as mats, soles and heels seeks a license to produce rubber blasting mats. Reportedly, the use of this type of equipment is growing, due to increased oil exploration and land clearing in Queensland.

The Australian firm was established in 1954 and has approximately 17 employees. Project 7969. WTD.

World Trade Opportunities pages 35-40

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6065 Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

PORTUGAL—Wheat, in bulk. Firm desires to represent wheat exporters in handling tenders in continental Portugal and overseas provinces. Direct purchase and agency. Sociedade Zickermann S.A.R.L. (importer, exporter, sales agent), Apartado 2115, Lisbon 2. WTD in preparation.

072 Animal husbandry services

CYPRUS—Calves 80/90 days old for fattening; Aberdeen Angus, South Devon, Hereford, and Friesian all desirable breeds. Quote prices air freight direct to Cyprus. N. K. Shacolas (Merchants) Ltd. (exporters, importers, manufacturers, agents, distributors), P.O. Box 1744, Nicosia. WTD 9/67.

203 Canning, preserving foods

PORTUGAL—Frozen meat. Direct purchase and agency. Sociedade Zickermann S.A.R.L. (importer, exporter, sales agent), Apartado 2115, Lisbon 2. WTD in preparation.

204 Grain mill products

PORTUGAL—Wheat flour. Firm desires to represent wheat flour exporters in handling tenders in continental Portugal and overseas provinces. Direct purchase and agency. Sociedade Zickermann S.A.R.L. (importer, exporter, sales agent), Apartado 2115, Lisbon 2. WTD in preparation.

205 Bakery products

AUSTRIA—Biscuits, crackers, related bakery products. Direct purchase and agency. Markenimporte Gerold Fischer (importer, distributor, manufacturers' agent), Brucknerstrasse 2, A-1040 Vienna. WTD 8/29/66.

207 Confectionery

AUSTRIA—All types of candies. Direct purchase and agency. Markenimporte Gerold Fischer (importer, distributor, manufacturers' agent), Brucknerstrasse 2, A-1040 Vienna. WTD 8/29/66.

208 Beverage industries

MOROCCO—Colorings for food. Direct purchase and agency. Quotations Casablanca. Graphichimie (distributor, agent), 10, Rue de Reims, Casablanca. WTD 10/67.

209 Linseed oil

● **BURMA**—Linseed oil, double boiled, 2,000 imperial gal.; raw, 600 I.G.; paste drier for paints, half ton; miscellaneous paints and varnishes, 655 I.G. Tender MEIC/B.Rlys/15 (T)427(M)67-68, bid deadline Dec. 11. Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-3512).

224 Narrow fabrics, other smallwares mills

BELGIUM—Fiber glass tapes, in rolls, self-adhesive, lined with aluminum foil, cold applied (interweaved for easy handling) in lengths of 20 ft., 30 ft. or 40 ft.; widths 1 to 4 in., to be used for roof-sealing. Alex Hanjoul (importer, wholesaler), Generaal De Krahestraat 79, Leopoldsburg. WTD 6/67.

231 Men's, youths', boys' suits, coats, overcoats

UGANDA—Coats, formal jackets, suits, tailored dress and sport coats, vests for men, youths, boys. Drapers Ltd. (importer, retailer), P.O. Box 232, Kampala. WTD 10/12/67.

232 Men's, youths', boys' furnishings, work clothing

UGANDA—Flannel shirts, pajamas, polo shirts, sports shirts, T-shirts, uniform shirts, shorts, underwear, neckties, bowties, scarfs, separate slacks, trousers, bathing suits, athletic and gymnasium uniforms. Drapers Ltd. (importer, retailer), P.O. Box 232, Kampala. WTD 10/12/67.

233 Women's, misses', juniors outerwear

UGANDA—Blouses, shirts, waists, dresses, coats, jackets, skirts, suits, bathing suits, play suits, scarfs, shorts. Drapers Ltd. (importer, retailer), P.O. Box 232, Kampala. WTD 10/12/67.

234 Women's, misses', children's, infants' undergarments

BELGIUM—Interested in plastic fabrics, stretch, ribbon, other supplies, accessories for brassieres. Direct purchase or exclusive agency. Etablissements d'Ennetieres Freres S.P.R.L. (exporter, manufacturer), 137 Chaussee de Wervicq, Comines. WTD 8/1/66.

UGANDA—Nightwear, pajamas, panties, underwear, brassieres, corsets, corset accessories. Drapers Ltd. (importer, retailer), P.O. Box 232, Kampala. WTD 10/12/67.

235 Hats, caps, millinery

UGANDA—Hats, trimmed: women's, misses' and children's hats, caps other than millinery. Drapers Ltd. (importer, retailer), P.O. Box 232, Kampala. WTD 10/12/67.

236 Girls', children's, infants outerwear

UGANDA—Blouses, dresses, coats, jackets, suits, bathrobes, shorts, skirts, slacks. Drapers Ltd. (importer, retailer), P.O. Box 232, Kampala. WTD 10/12/67.

238 Apparel, accessories

UGANDA—Gloves, mittens; men's and women's bathrobes; dressing gowns; raincoats and other waterproof outer garments; apparel belts; handkerchiefs; vestments. Drapers Ltd. (importer, retailer), P.O. Box 232, Kampala. WTD 10/12/67.

239 Fabricated textile products

UGANDA—Curtains, draperies, housefurnishings. Drapers Ltd. (importer, retailer), P.O. Box 232, Kampala. WTD 10/12/67.

251 Household furniture

UGANDA—Wood household furniture including upholstered, mattresses, bedsprings, and household furniture not elsewhere classified. Drapers Ltd. (importer, wholesalers), P.O. Box 232, Kampala. WTD 10/12/67.

262 Paper mills, products

BELGIUM—Paper used in printing of punch cards. Capestat S.A. (importer, exporter, manufacturer), 88 Dobbelenberg, Brussels. WTD 7/28/66.

281 Industrial chemicals

● **BURMA**—Chemicals packed in 50 kg. jute bags, seven items, as follows: Dicalcium phosphate, ½ metric ton; ground limestone, 5 tons; ferrous carbonate or ferrous sulphate, 1 ton; potassium iodide, ½ ton; cobalt carbonate, ½ ton; sulphur, ½ ton; bone flour (sterilized) 5 tons. Shipments during Jan.-Feb. 1968. Tender No. ARDC(F) 67/68/8, bid deadline Nov. 30. Chief Executive Officer, Agriculture (1), Agricultural and Rural Development Corp., Prome Road, Rangoon.★ (Telephone: 202-967-3468).

COLOMBIA—Industrial chemicals, chrome colors, organic and inorganic pigments principally for use in manufacture of paints, lacquers, enamels, etc. Request price quotations c.i.f. Barranquilla. Caputo & Cia. (manufacturers, importers, wholesalers), Apartado Aereo (air mail P.O. Box) 448, Barranquilla. WTD 8/67.

MOROCCO—Pigments, dyes, organic and inorganic for textile, paint industries; all types of plasticizers. Direct purchase and agency. Quotations Casablanca. Graphichimie (distributor, agent), 10, Rue de Reims, Casablanca. WTD 10/67.

URUGUAY—Chemical raw materials for drug industry. Faustino Beltran S.A. (importer, sales agent), Calle Paraguay 1266, Montevideo. WTD 10/67.

282 Synthetic materials

MOROCCO—Polyethylene granules, polystyrene granules, silicones, synthetic rubber in blocks. Direct purchase and agency. Quotations Casablanca. Graphichimie (distributor, agent), 10, Rue de Reims, Casablanca. WTD 10/67.

283 Drugs

COLOMBIA—Crude or basic chemical products, raw ingredients for use in pharmaceutical field. Requests price quotations c.i.f. Barranquilla. Union de Farmacias Ltda. (wholesaler, importer), Apartado Aereo (air mail P.O. Box) 1001, Barranquilla. WTD 8/67.

287 Agricultural chemicals

● **BURMA**—27,000 lbs. of methoxyethyl mercuric chloride, in tins of one pound each. Shipment during Jan.-Feb. 1968. Tender No. ARDC(F) 67/68/7, bid deadline Nov. 30. Chief Executive Officer, Agriculture (1), Agricultural and Rural Development Corp., Prome Road, Rangoon.★ (Telephone: 202-967-3910).

● Insecticides and fungicides, 31 in all, in various quantities and containers. Shipments during Jan.-Feb. 1968. Tender No. ARDC(F) 67/68/9, bid deadline, Nov. 19. Chief Executive Officer, Agriculture (1), Agricultural and Rural Development Corp., Prome Road, Rangoon.★ (Telephone: 202-967-3910).

289 Chemical products

BELGIUM—Printing inks. Capestat S.A. (importer, exporter, manufacturer), 88 Dobbelenberg, Brussels. WTD 7/28/66.

● **GREECE**—Sulfur ground, with 3% or 4% kaolin from abroad or local processing, 18,000 metric tons—16,800 metric tons (fineness 93-95%) and 1,200 tons (fineness 98%) passing 325 mesh screen. Quantities to be delivered on varying dates and at a number of ports, packed in 5 ply new paper bags (kraft), net content 50 Kgs. Tender No. 2024, bid deadline not stated. Agricultural Bank of Greece, Permanent Supplies Committee, 23 Venizelos St., Athens.★ (Telephone: 202-967-3468).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

307 Plastic products

BELGIUM—Extrusions for window and screen; weatherseal, outdoor appliances. Direct purchase and agency. Societe Industrielle du Caoutchouc (manufacturer), 2A Rue de la Woluwe, Zaventem. WTD 7/22/66.

321 Flat glass

TRINIDAD, W.I.—Flat glass, sheet and window glass. Direct purchase and agency. J. N. Harriman & Co., Ltd. (importer, retailer, agent), 61 Independence Sq., Port of Spain. WTD 7/66.

323 Glass products

TRINIDAD, W.I.—Scientific glassware for druggists, hospitals, laboratories. Direct purchase and agency. E. Johnson & Co. (importer, wholesaler, agent), 20 Henry St., Port of Spain. WTD 1/66.

331 Steel mill products

● **BURMA**—Spikes, spring: 340,000 required. Tender No. MEIC/B-Rlys/12(T) 75.E/67-68, bid deadline Nov. 15. Specifications and conditions may be obtained from The Office of the Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon, on payment of 5 Kyat ($1.05 U.S.) per set.

● Tinplate, electrolytic: 5514 boxes of 560 sheets each. Tender No. 1 (T) IRM-POI/DD-(67-68), bid deadline Dec. 15. Procurement Manager, People's Oil Industry, Merchant St., Rangoon.★ (Telephone: 202-967-2363).

COLOMBIA—Tinplate. Requests price quotations c.i.f. Barranquilla. Caputo & Cia (manufacturer, importer, wholesaler), Apartado Aereo (air mail P.O. Box) 448, Barranquilla. WTD 8/67.

VENEZUELA—Stainless steel sheets, bars, structurals, tubing and connections for tubing. Distribution for entire country. Requests replies in Spanish. C.A. Materiales de Hierro "Hierromat" (importer, distributor), Edificio Caram, Avenida Urdaneta, Caracas; or: Apartado 527, Caracas. WTD 10/67.

351 Engines, turbines

LEBANON—Steam turbo-generating unit 1000 KW unit capable of operating under following conditions: Turbine-available steam, 8-10 tons/hr.; steam temperature, 320° C superheat; steam pressure at turbine inlet, 20 atmospheres absolute; back pressure at turbine outlet, 3.5 atmospheres absolute; Alternator-required power, 1 MW; power factor, 0.8; frequency, 50 cycles/sec.; voltage, 380/220V (three phase, four lines). Engineering Development Office (importer, retailer, commission merchant, contractor), Sayegh Bldg., Army St., P.O. Box 5457, Beirut. WTD 10/5/67.

353 Construction, mining, materials handling machinery, equipment

TAIWAN—Quarry equipment, rock crushers: various types. Taiwan Cement Corp. Kaohsiung Plant (manufacturer), 267 Kushan 2nd Road, Kaohsiung. WTD in preparation.

354 Metalworking machinery

● **BURMA**—One rotary drilling machine, four to fifteen inches in diameter; and one rotary drilling machine, 12" to 36" diameter. Both to be able to drill to a depth of not less than 600 ft. Tender No. E-29(T)PWC/67-68. Bid deadline Nov. 29. Chairman, Public Works Corp., 60 Shwedagon Pagoda Road, Rangoon.★ (Telephone: 202-967-4319).

355 Special industry machinery

BELGIUM—Machinery used in printing punch cards. Capestat S.A. (importer, exporter, manufacturer), 88 Dobbelenberg, Brussels. WTD 7/28/66.

COLOMBIA—Plastic injection, extrusion molding machines for manufacture of household, industrial brushes. Request price quotations c.i.f. Barranquilla. Industria de Cepillos "Star" & Plasticos Ltda. (manufacturer, wholesaler, importer), Apartado Aereo (air mail P.O. Box) 1759, Barranquilla. WTD 9/67.

ETHIOPIA—Embroidering machinery for silk and cotton, automatic, complete with attachments. Requests illustrative catalogs, terms, prices c.i.f. Ethiopian ports. Ethiopia Mandefro, P.O. Box 2572, Addis Ababa. WTD 10/6/67.

GUATEMALA—Paint-making machinery. Requests replies in Spanish. Pinturas Centroamericanas, S.A.—Pincasa, (manufacturer),

Avenida La Reforma 3-48, Zona 9, Guatemala City. WTD 10/67.

TAIWAN—Automatic case packer for #2 diameter 102.00 mm, height 119.13 mm, and/or #3 diameter 86.26 mm, height 113.26 mm cans. Taiwan Pineapple Corp. Fengshan Plant (manufacturer), 184 Chungcheng Road, Fengshan, Kaohsiung Hsien. WTD in preparation.

VENEZUELA—Food packaging machinery of all types. Sales agency for entire country. Direct purchase and agency. H. Blohm, S.A. (importer, sales agent), Dr. Paul a Chorro 29, Caracas; or: Apartado 2018, Caracas. WTD 10/67.

Oil field equipment, refinery equipment, petroleum industry equipment in general. Sales agency for entire country. Direct purchase and agency. H. Blohm, S.A. (importer, sales agent), Dr. Paul a Chorro 29, Caracas; or: Apartado 2018, Caracas. WTD 10/67.

356 General industrial machinery

VENEZUELA—Packaging machinery for general industrial use. Sales agency for entire country. Direct purchase and agency. H. Blohm, S.A. (importer, sales agent), Dr. Paul a Chorro 29, Caracas; or: Apartado 2018, Caracas. WTD 10/67.

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If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

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The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

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Ask the Department of Commerce Field Office.

357 Office, computing, accounting machines

AUSTRIA—Newly developed special business machines, equipment for automation, rationalization of administrative and operational procedures. All electrical equipment for operation on a.c. 220 V, 50 cycles. Direct purchase and agency for Austria, Czechoslovakia, Hungary, Romania. Hans Pressel, Buero-Organisation (importer, wholesaler, manufacturers' agent), Hermanngasse 3, A-1070 Vienna. WTD 9/12/66.

358 Service industry machines

TAIWAN—Washing/drying machine for surgical gloves. Fu Tai Trading Co., Ltd. (importer, agent), 18 Po Ai Road, Taipei. WTD in preparation.

362 Electrical industrial apparatus

GERMANY—Welding machines, equipment and accessories, electric and autogen. Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. Reiz KG., Grosshandel in technischen Artikeln (importer, wholesaler), 65 Langehorst, 432 Blankenstein-Welper. WTD 10/11/67.

363 Household appliances

TRINIDAD, W.I.—Industrial sewing machines; button hole and tacking machines for garment industry. Direct purchase and agency. Ackrill & Co. (importer, retailer, agent), 17 Henry St., P.O. Box 450, Port of Spain. WTD 10/67.

366 Communication equipment

GERMANY—Aircraft control masts. Requests price quotations c.i.f. Hamburg or Bremen. Koettgen & Cie. GmbH. (importer, exporter, manufacturer, wholesaler), 79-109 Paffrather Strasse, 507 Bergisch Gladbach. WTD 10/9/67.

VENEZUELA—Accessories, components for radios, amplifiers, ham and commercial radiocommunications equipment. Distribution for Caracas and state of Aragua, Carabobo and Lara. Requests replies in Spanish. A.M. Crespo—American Radio Shop (importer, distributor), Edificio Guernica, Puente Hierro a Puente Sucre, Caracas; or: Apartado 3831, Caracas. WTD 10/67.

371 Motor vehicles, motor vehicle equipment

GUATEMALA—Parts, accessories. Requests replies in Spanish. Simon WOC Wu—Auto Estacion Shell "El Globe" (merchant), 7a. Calle Poniente—Apartado Postal No. 29, Coatepeque, Departmento de Quezaltenango, Guatemala, C.A. WTD 9/67.

VENEZUELA—Motor vehicle parts. Agency for entire country. Direct purchase and agency. Fred Norrmann—Representaciones (sales agent), Edificio Andrea, Piso 1, Oficina 1, Ave. Francisco de Miranda, Chacao, Caracas; or: Apartado 11307 (Chacao), Caracas. WTD 10/13/67.

381 Engineering, laboratory, scientific, research instruments

BELGIUM—Special laboratory equipment, including bacteriological incubators, constant temperature baths, drying ovens. Analis S.A. (manufacturer, importer), 14 Rue Dewez, Namur. WTD 8/9/66.

● **BURMA**—Supply of one unit marine seismic survey equipment including hydraulic reel assembly powered by diesel engine, 3 remote firing units for radio transceiver, 2 units of transmit controller, 4 units of mobile FM transceivers. Tender No. 1(T)MCY-POI/EXP(67-68)CAP, bid deadline Nov. 30. Procurement Manager, People's Oil Industry, Merchant St., Rangoon.★ (Telephone: 202-967-2939).

● Supply of one set of marine seismic survey equipment including streamer cable system, cable repair kit, 12 marker floats, 12,000 depth balloons, lightweight steel cable, firing line cable, insulating tape, magnetic recording tapes. Tender No. 1(T)EL-POI/EXP(67-68), bid deadline Nov. 30. Procurement Manager, People's Oil Industry, Merchant St., Rangoon.★ (Telephone: 202-967-2939).

SPAIN—Spectrophotometers, laboratory precision balances, other assorted laboratory instruments. Direct purchase and exclusive agency. Comercial Assens-Llofriu, S.A. (retailer, sales agent, wholesaler, importer), Balmes, 21, Barcelona 7—P.O. Box 1074. WTD 9/67.

382 Instruments for measuring, controlling, indicating physical characteristics

BELGIUM—Soil testing instruments. Analis S.A. (manufacturer, importer), 14 Rue Dewez, Namur. WTD 8/9/66.

384 Surgical, medical, dental instruments

GERMANY—Welders' protective clothing, headgear. Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. Reiz KG., Grosshandel in technischen Artikeln (importer, wholesaler), 65 Langehorst, 432 Blankenstein-Welper. WTD 10/11/67.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.
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CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.
DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.
DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.
DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.
DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.
GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.
HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.
HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.
HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.
LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.
MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.
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NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.
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PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.
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SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

385 Ophthalmic goods

BELGIUM—Frames, lenses; contact lenses. Maison Pirotte S.P.R.L. (importer, wholesaler), 2 Rue St. Hubert, Liege. WTD 8/26/66.

TRINIDAD, W.I.—Spectacle cases, lenses; optical accessories. Imperial Optical Co. (Trinidad) Ltd. (importers, wholesalers, retailers, agents), 112 Frederick St., Port of Spain. WTD in preparation.

394 Toys, amusements, sporting goods

BELGIUM—Sporting goods, camping articles, outdoor games, toys. Direct purchase and agency. Governor S.A. (importer, manufacturer), 61-69 Rue Piers, Brussels. WTD 7/1/66.

Sporting goods, general for gymnasiums, all kinds outdoor games. Mr. Max Vassart (manufacturer), 38 Rue Harzee, Ligny. WTD 7/12/66.

396 Costume jewelry, novelties, buttons, notions

BELGIUM—Zippers, all kinds. Direct purchase and agency. Etablissements Georges Thys S.A. (importer), 31-34 Place du Nouveau Marche-aux-Grains, Brussels. WTD 8/16/66.

399 Manufacturing industries

BELGIUM—Christmas tree ornaments, except glass balls and electric garlands. Goods must be of U.S. origin. Direct purchase or exclusive agency. Etablissements Coverco (wholesaler, importer), 124-126 Rue des Charrons, Verviers. WTD 8/12/66.

504 Groceries

NICARAGUA—Frozen pork for sausage plant. Initial requirement, 40 hogs per week. Requests replies from firms in Southern states. Requests replies in Spanish. Delgado, Morales & Cia Ltda. (Casa Delmor) (sausage plant), 3a Calle S.O. & Avenida Bolivar, Managua. WTD in preparation.

599 Retail stores

BELGIUM—Gift, novelties, goods suitable as small presents, souvenirs, household gadgets. Direct purchase and agency. Intercontinental Distributing Company (importer), 49A Blvd. Clovis, Brussels. WTD 7/7/66.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

202 Dairy products

AUSTRALIA—Concentrated, condensed milk W.S.T. Sales (agent, distributor, importer), G.P.O. Box 5315, Sydney, N.S.W. WTD 7/67.

203 Canning, preserving foods

AUSTRALIA—Canned foods, fruits, especially preserved or pitted red sour cherries in water; canned nuts of all types, especially pecans, sesame seed. The City Mfg. Co. Pty. Ltd. (distributor, exporter, importer), 392 Sussex St., Sydney, N.S.W. WTD 10/67.

Dried beans, whole peas, split peas, lentils. W.S.T. Sales (agent, distributor, importer), G.P.O. Box 5315, Sydney, N.S.W. WTD 7/67.

207 Confectionery

AUSTRALIA—Packaged nuts of all types, especially pecans; confectionery specialties, especially dietetic foods. The City Mfg. Co. Pty. Ltd. (distributor, exporter, importer), 392 Sussex St., Sydney, N.S.W. WTD 10/67.

239 Fabricated textile products

BELGIUM—Haberdashery, trimmings, novelties, apparel. Etablissements Georges Thys S.A. (importer), 31-34 Place du Nouveau Marche-aux-Grains, Brussels. WTD 8/16/66.

281 Industrial chemicals

AUSTRALIA—Sodium silicate. W.S.T. Sales (agent, distributor, importer), G.P.O. Box 5315, Sydney, N.S.W. WTD 7/67.

BELGIUM—Industrial chemicals, other raw materials for paper making industry. S.A. Anc. Ets. Andre De Vriendt (exporter, wholesaler), 422 Ave. Van Volxem, Brussels 6. WTD 8/25/66.

283 Drugs

THAILAND—Wide variety of specialty pharmaceutical products. Exclusive agency. C.i.f. Bangkok prices, samples, brochures requested. Newfoundland Pharmaceutical Co. Ltd. (importer, distributor), 922-924 Petchburi Road, Pratunam, P.O. Box 1785, Bangkok. WTD 10/67.

342 Cutlery, hand tools, general hardware

FRANCE—Builders' hardware: door locks, closers, hinges, fittings, handles. Exclusive agency. Requests replies in French. Quincaillerie Feraud (importer, wholesaler, retailer), 71 Bld de la Liberation, 13- Marseille, 1er. WTD 10/12/67.

355 Special industry machinery

COLOMBIA—Machinery, equipment for manufacture of cotton mops, dusters. Requests catalogs, price quotations c.i.f. Barranquilla. Industria de Cepillos "Star" & Plasticos Ltda. (manufacturer, wholesaler, importer), Apartado Aereo (airmail P.O. Box) 1759, Barranquilla. WTD 9/67.

357 Office, computing, accounting machines

BELGIUM—Plastic tape embossing machines. Exclusive agency. Intercontinental Distributing Co. (importer), 49A Blvd. Clovis, Brussels. WTD 7/7/66.

358 Service industry machines

BELGIUM—Merchandising machines, packaged food, cigarettes, cigar, postage stamps. Agency for Belgium and Luxembourg. Deb Distributing Cy. (importer, agent), 60 Rue Omer Lepreux, Brussels 8. WTD 8/25/66.

384 Surgical, medical, dental instruments

BELGIUM—Surgical dressings and bandages used in operation rooms, hospitals, and ligatures. Exclusive representation. Laboratoires Biergon S.A. (importer, exporter, manufacturer), 3 Rue Soeurs-de-Hasque, Liege. WTD 7/22/66.

399 Manufacturing industries

BELGIUM—Amusement machines, skill games, strength testing, coin-operated. Agency for Belgium and Luxembourg. Deb Distributing Cy., 60 Rue Omer Lepreux, Brussels 8. WTD 8/25/66.

893 Accounting, auditing, and bookkeeping services

ARGENTINA—Company wishes to secure agency agreements with U.S. auditors, financial advisors, market analysts. Requests replies in Spanish. S. Ferman & Asociados (accounting, auditing service), Cerrito 1140, Piso 1, Buenos Aires. WTD 10/67.

Lebanon to erect fertilizer plant, brochures requested

The municipality of Beirut is considering construction of a plant to convert garbage, slaughterhouse waste, and sewage into fertilizer at a rate of 800 tons daily.

Interested U.S. firms may send company brochures and information on similar contracts they have performed to Mr. Malek Basbous, Director General of the Green Plan, Mahmoud El-Baltagi Building, Al-Jinah, Beirut.

Leads for Importers

Commodities are offered direct unless specified

227 Floor covering mills, products

AFGHANISTAN—Wholesale or retail sale of new and antique Afghan carpets of varying design, color and size. The Nawroz Co., Ltd. (exporter), Shahri Naw (Opposite Mosque), Kabul. WTD in preparation.

251 Household furniture

NICARAGUA—Fine wood, rattan rocking chairs, baby's highchairs; handmade of laurel, a Nicaraguan precious hardwood. Direct sale or through well established agents. Photographs upon request. Requests replies in Spanish. Porta, Porta & Cia Ltda. (jobbers), 5a Ave. S.E. No. 604, Managua. WTD in preparation.

307 Plastic products

FINLAND—Plastic nursing bottles. Brochures in English available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Oy Mekalasi Ab (manufacturer), Bulevardi 30, Helsinki 12. WTD 10/67.

391 Jewelry, silverware, plated ware

PORTUGAL—Stainless steel flatware. Illustrated brochure available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Chromolit Portugal—Cutelarias e Produtos Metalicos S.A.R.I. (manufacturer), Sande, Caldas das Taipas. WTD 9/67.

Greece to invite tenders for desalinization plant

The Greek Public Power Corp. will invite international tenders for the supply and installation of a nuclear power plant for desalinization sometime in the future. This follows the recommendations of a joint study prepared by experts of the U.S. Department of the Interior and the U.S. Atomic Energy Commission and submitted to the Greek Government last February.

At present, the Public Power Corp. is negotiating a contract for a preliminary feasibility study with two Swiss firms.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Isidro Volkind, Managing Dir., Alexkraft S.A. de Tecnicas Audiovisuales, Cordoba 1367, Pisos 10 y 11, Buenos Aires, **interested in contacting U.S. manufacturers of audiovisual equipment and material and requesting technical information on use of audiovisual programs at university, high school and elementary school levels.** Nov. 10 via Los Angeles for 3 weeks. c/o Argentine Embassy, 1600 New Hampshire Ave., N.W., Washington, D.C. 20009. Itinerary: Los Angeles; Washington, D.C.; Chicago; Detroit; Cleveland, Ohio; New York; Boston; others as required. WTD 10/67.

Salomon Ferman, Managing Partner, S. Ferman & Asociados, Cerrito 1140 1st fl., Buenos Aires, **interested in obtaining agency agreements with U.S. auditors, financial advisors and market analysts.** Oct. 23 via New York for 20 days. c/o 78 Maple Dr., New Hyde Park, New York, N.Y. Itinerary: New York, Washington, Miami, New York. WTD 10/67.

AUSTRALIA—John Jackson, John Jackson & Associates, Elizabeth St., North Sydney, N.S.W., **interested in locating contact for joint market research work for Australia.** Nov. 7 via New York for eight days. c/o St. Moritz Hotel, 50 Central Park S., New York, N.Y. 10019. Itinerary: New York, Washington. WTD in preparation.

COLOMBIA—Bernardo Osorio and Enrique Alvarez, Empresas Departamentales de Antioquia, Medellin, **interested in visiting modern oil pipe lines, coal mines, carbon washing plants, coking plants, and requesting technical information on oil pipe line measure and control instruments and equipment for exploitation and processing coal.** Nov. 26 via Miami for one month. c/o Consulate of Colombia, Houston, Texas. Itinerary: Houston, Dallas, others as required.

ENGLAND—E. G. Murray, Managing Dir., Panax Equipment Ltd., Holmethorpe Industrial Estate, Redhill, Surrey, **interested in arranging reciprocal licensing arrangements with U.S. firms or individuals operating in the field of nucleonic instrumentation, alternatively agency arrangements on a national or regional basis.** Nov. 6 via Chicago for two weeks. c/o British Consulate General L.C.W. Figg, M.B.E., 33 N. Dearborn St., Chicago, Ill. Itinerary: Chicago. WTD in preparation.

INDIA—Ashoke Chimanlal Sheth, Dir., The Saraspur Mills Ltd., Saraspur Rd., Ahmedabad 18, Gujarat, **interested in selling cotton, textiles.** Oct. 29 via New York for 15 days. c/o Shrikant N. Jhaveri, 916 Wash. St., Hoboken, N.J. 07030. Itinerary: New York, Washington, Grand Canyon, Las Vegas, San Francisco, Los Angeles. WTD in preparation.

LEBANON—Raif Bakht, Geonomics, Bliss St., Manara, Beirut, **interested in representing U.S. firms in preparing public relations program for promoting their exports in the Middle East.** Nov. 16 via Washington for one month. c/o 4000 Cathedral Ave., N.W., Wash., D.C. 20016. Itinerary: Washington; New York; Columbus, Ohio; Louisville, Ky.; Chicago, Detroit, Seattle, Los Angeles. WTD 3/67 on Public Relation Org.

NEW ZEALAND—E. Bruce Smith, Governing Dir., Bruce Smith Ltd., P.O. Box 5378, Auckland 1, **interested in contacting U.S. firms for sole agencies for furnishing textiles, curtain drapes, shirtings, trouser cloths, dress fabrics, sheetings, towellings.** Oct. 28 via Honolulu for two weeks. Itinerary: Los Angeles, 11/6-9 San Francisco c/o San Francisco Hilton, 11/9-16 New York c/o New York Hilton. WTD in preparation.

PAKISTAN—D. B. Avari, proprietor, Beach Luxury Hotel Ltd., New Queens Road, Karachi 2, and Park Luxury Hotel, The Mall, Lahore, **interested in building new hotels under joint venture and expanding and modernizing existing hotels, in purchasing U.S. equipment for hotels such as gas and electric kitchen equipment, refrigeration, air conditioning, elevators, and requesting technical information on hotel equipment and management.** Oct. 18 via Boston for one month. c/o Ahmed Sulaiman, Economic Minister, Embassy of Pakistan, 2315 Mass. Ave., N.W., Wash., D.C. 20008. Itinerary: Boston, New York, Washington, Tulsa, Phoenix. WTD 10/67.

SAUDI ARABIA—The Minister of Communications, Omar Tawfiq and Faisal Zaydan, Dir. Gen., Telephones Sec., Ministry of Communications, will be traveling from the West Coast to the East Coast and visiting major U.S. cities after arriving in Honolulu around Nov. 12. **U.S. firms interested in bidding on highway, port and telecommunications projects in Saudi Arabia and in acquainting the Minister with the latest technology advances in these fields** should contact the Embassy of Saudi Arabia, 2233 Wiscon. Ave., N.W., Washington, D.C. 20007, for details of the Minister's itinerary.

THAILAND—Rabibhand Kasemsri, Dir., Siam Fibre-Cement Co. Ltd., and Concrete Products & Aggregate Co. Ltd., Bangkok, **interested in contacting U.S. manufacturers of concrete pipe and blocks, ready-mixed and prestressed concrete, and vitreous clay pipe and U.S. manufacturers of equipment used in producing these products.** Nov. 14 via New York until Dec. 6. c/o BDSA-588, U.S. Department of Commerce, Washington, D.C. 20230. Tentative itinerary: New York; Washington; Chicago; Milwaukee; Sioux City, Iowa; Los Angeles. WTD 6/66 on Siam Cement Co.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

CENTRAL AFRICAN REPUBLIC—Under the current four-year development plan (1967-70) of the Central African Republic, spending for industrial development is expected to amount to CFAF 5.6 billion ($22.6 million), about 16% of total capital expenditure planned for this period.

Principal industrial projects will consist of **factories for the processing of locally produced raw materials and will include a flour mill, a slaughter house, a sugar refinery, plywood mills, and sawmills, as well as a cotton textile factory.** The plan also provides for the **establishment of shoe and plastics factories and an assembly plant for transistor radios. Expansion of existing processing industries is also contemplated.**

The Government will participate in most of these ventures along with private capital primarily of French origin.

GREECE—The Greek Government plans to invite international tenders for the **appointment of a concessionaire who would construct and subsequently operate for a period of 30 years a racetrack in the vicinity of Athens.**

It is expected that the tenders, which will be issued by the Ministry of Coordination, will be available in the near future, and bids will be due by March 1968.

The Ministry estimates the cost of the project at between $5 and $6.7 million.

HONDURAS—The National Planning Council is planning **road and port construction** amounting to $56 million, with $30 million scheduled for 1968, $22 million of which will come from AID, World Bank and CABEI loans.

The 1968 construction program includes $10 million for the Northern Highway and $3.8 million for the expansion of Puerto Cortes, with the balance covering various other road projects.

TURKEY—The Kuwaiti Petrochemical Industries Co. (KPIC) and the Turkish Azog Sanayii Co. have agreed to construct jointly a **chemical fertilizer plant** in Mersin on Turkey's Mediterranean coast.

The plant is estimated to cost £18 million ($50.4 million), of which about £7 million ($19.6 million), mainly to cover the foreign currency requirement, is to be paid by KPIC. Construction is scheduled to begin in Oct. 1967, and production is expected to start late in 1969. The plant will be supplied with liquid ammonia from Kuwait under a long-term contract.

IRAN—An extensive economic development project for the Jiroft and Minab regions of southeastern Iran will soon be inaugurated that will culminate in the **cultivation of 100,000 hectares, the establishment of a modern transportation network, and the development of a food processing industry.**

Presently active in planning the project, the Abkav-Louis Berger Co., an Iranian-American joint venture, and the SCET Corp. (SCETCO), a French consulting firm, will submit their final plans and recommendations to the Iranian Government in March.

The Jiroft Development Organization, established by the Iranian Government, will coordinate all development activities once final development plans are approved.

KUWAIT—The Kuwaiti Petrochemical Industries Co. (KPIC) has undertaken the construction in Kuwait of **two ammonia plants** at an estimated cost of £22 million ($61.6 million). With a total capacity of 1,600 tons a day, these plants will be able to supply the Turkish Azog Sanayii Co.'s requirements of 800 tons a day for its new plant at Mersin, Turkey, and to provide a similar quantity to local industries in Kuwait.

Bridge construction bids requested by Ecuador

The Ecuadorian Ministry of Public Works is seeking bids for the design, financing, and construction of the Guayallabamba River Bridge (Puente Sobre del Rio Guayallabamba) to be located on the Pan American Highway between Quito and Tulcan. The bridge span is estimated at 360 meters.

Bid deadline is Dec. 4.

Bid proposals are to be based on transit studies, soil analyses, and topography reports provided by the Ministry. These reports, along with specifications, copies of a model contract, and special forms, are available from the Secretaria del Comite de Licitaciones, Ministerio de Obras Publicas, Quito, upon payment of 1,000 sucres (approximately $56). An additional $10 should be included for air mail postage charges.

Completed tenders (in Spanish only) should be sent to Jefe del Departamento Legal del Ministerio de Obras Publicas y Secretario del Comite, Calle Chile 1267, Quito.

One copy of the tender notice (in Spanish) is available for review, and one copy is available on a loan basis from the Building Materials and Construction Industries Division, BDSA, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

New Books and Reports

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1967. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Establishing a Business in the United Kingdom. OBR 67-63. Such factors as investment climate, legislation governing investment, business organization, industrial property protection, employment, taxation, raising of capital, and basic economic facilities are covered.

Market Factors in India. OBR 67-64. This report details the economic outlook, scope and nature of the market, competition and market analysis for selected commodities.

Foreign Trade Regulations of the Central American Common Market. OBR 67-65. Trade policy, import tariff system, sales and other internal taxes, documentation and fees, labeling and marking requirements, special customs provisions, non-tariff import trade controls, CACM export controls, U.S. controls and government representation are included.

Material similar to that included in the OBR on CACM is covered for the following countries:

Foreign Trade Regulations of Brazil. OBR 67-66.

Foreign Trade Regulations of the Arabian Gulf States. OBR 67-67.

Foreign Trade Regulations of Finland. OBR 67-68.

Foreign Trade Regulations of Chile. OBR 67-69.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***The Overall Level and Structure of R & D Efforts in OECD Member Countries.* Published by the OECD. Paris. 1967. 68pp. $1.50.**

The first report in the OECD's International Statistical Year survey, this book is aimed at promoting scientific policies as a key to economic growth. The survey is the first major international investigation of its kind, covering research and development growth in 16 Member countries in the years 1963-64.

The survey points out that although the data analyzed cover different years and research and development resources continually rise, the general characteristics of R & D efforts change rather slowly. A detailed but incomplete picture of the measurement of these efforts emerges for the first time: the survey concentrates on inputs—the financial and human resources allocated to research and development activities. The measurement of outputs—the results and productivity of scientific and technical activities—is not yet possible and further study is necessary. Also, no information is given for research in the social sciences.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

***Statistical Summary of the Mineral Industry.* Published by Her Majesty's Stationery Office, London. 1967. 418pp. $5.50.**

World production, exports and imports of minerals are covered for 1960-65.

This publication was prepared by the Statistical Unit of the Mineral Resources Section of the Overseas Division, Institute of Geological Sciences.

The statistical tables have been compiled from a larger number of official and commercial sources.

Write: Sales Section, British Information Service, 845 Third Ave., New York, N.Y. 10022.

***Overseas Newspapers and Periodicals Guide Book.* 9th Edition. Published by Publishing & Distributing Co. Ltd., London. 1967. 2 Vols. $10 each.**

Volume I covers Markets in Europe and Volume II, Markets Outside Europe. Contents include circulations, and subscription and advertising rates of newspapers and periodicals throughout the world. Trade and technical journals in such fields as aviation, agriculture, engineering, medicine; overseas directories, press guides, Who's Who and yearbooks are among listed publications.

Write: Publishing & Distributing Co. Ltd., Mitre House, 177 Regent St., London W. 1, England.

***The German Market.* Published by the German-American Chamber of Commerce. Annual subscription, $10.**

This monthly marketing trade letter reports briefly on the status of the German consumer market.

A free sample copy may be obtained by **writing:** German-American Trade News, 666 Fifth Ave., New York, N.Y. 10019.

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Calendar *for international traders*

BAY ST. LOUIS, Miss.—Nov. 16—First Annual Int'l Trade Seminar, Bay-Waveland Yacht Club, 9:30 a.m. Speaker: Capt. J. W. Clark, pres., Delta Steamship Lines, Inc. Sponsors: Hancock County Chamber of Commerce, Commerce Field Office, REEC.

CEDAR RAPIDS, Iowa—Nov. 15—Workshop for New Exporters, Roosevelt Hotel, 2 p.m. Sponsors: Commerce Field Office, REEC.

CEDAR RAPIDS, Iowa—Nov. 21—Cedar Rapids Foreign Trade Bureau monthly meeting, Tour of Amana Refrigeration Plant, 5:45 p.m.; dinner at Ox Yoke Inn, Amana, 7 p.m.

CHERRY HILL, N.J.—Nov. 15—6th Annual Economic Development Conference, Cherry Hill Inn. Theme: Accent International, Camden County, N.J. Registration & exporting seminar, 9 a.m.; luncheon, 12:40 p.m. Speaker: **Charles F. Boehm, dir., Office of Field Services, Department of Commerce.** Sponsors: Camden County Economic Development Committee and Chamber of Commerce.

CHICAGO—Nov. 14—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Nov. 15—Chicago Midwest Credit Management Assn., LaSalle Hotel.

DENVER—Nov. 14—World Trade Club luncheon, Hyatt House Hotel, 12 noon. Speaker: Jonathan Eldridge, ITT World Communications, Inc.; Conference on Communications in World Trade, Forum, Denver U.S. Nat'l Bank, 7 p.m. Speakers: Jonathan Eldridge, J. H. Jones, ITT World Communications, Inc.; Prof. Barbara Jones, Univ. of Colorado; Prof. Jim Files, Univ. of Denver.

DETROIT—Nov. 14—Export Marketing Workshop. Room 456, Federal Bldg., 9:15 a.m.-12 noon. Sponsor: Commerce Field Office, REEC.

DOYLESTOWN, Pa.—Nov. 13—Int'l Trade Development Assn. of Bucks County monthly meeting, Conti's Cross Keys Inn, 5:30 p.m.

HONOLULU—Nov. 15—Export Workshop, Commerce Field Office, 10 a.m. Sponsor: Commerce Field Office.

JACKSONVILLE—Nov. 14—Export Conference, Commerce Field Office, 2 p.m.

KANSAS CITY—Nov. 13—Meeting for Exporters, Top of the Tower, 12 noon. Sponsors: Commerce Field Office, REEC, International Trade Club, Traffic Club.

LOS ANGELES—Nov. 24—Export Expansion Seminar, Commerce Field Office, 9:30 a.m. Sponsor: Commerce Field Office.

MEMPHIS—Nov. 21—Export Expansion Conference, Sheraton Motor Inn. Sponsors: Memphis World Trade Club, REEC, Commerce Field Office, Committee of American Steamship Lines.

MIAMI—Nov. 15—So. Florida REEC monthly meeting. 12 noon. Sponsors: REEC, Commerce Field Office.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

MORRISTOWN, N.J.—Nov. 15—Profits in Exports meeting. Sponsors: Morris County Chamber of Commerce, REEC, Commerce Field Office.

NEW ORLEANS—Nov. 6—Businessmen's Consultation, **Cornelis J. Goinga, Commercial Attache, Kuala Lumpur.** Sponsor: Commerce Field Office.

NEW YORK—Nov. 14—Int'l Executives Assn. luncheon, Hotel Statler Hilton, 11:45 a.m. Speaker: Earl W. Eames, Jr., president, Council for Int'l Progress in Management.

NEW YORK—Nov. 17—FCIB Drug, Chemical & Food Export Club annual meeting, Chateau Madrid. Business session, 6 p.m.; dinner, 7 p.m.

NEW YORK—Nov. 21—FCIB Hardware-Automotive & Allied Trades Group meeting, Advertising Club, 12:30 p.m. Chairman: Otto A. Knappe, American Saw & Manufacturing Co.

NORRISTOWN, Pa.—Nov. 13—World Trade Assn. of Montgomery County monthly meeting, Crossroads Inn, Route 202 and Township Line Rd.

OKLAHOMA CITY—Nov. 14—Export Documentation Workshop, Okla. City Chamber of Commerce, 9:30 a.m. Sponsors: Commerce Field Office, Okla. City Chamber of Commerce.

PHILADELPHIA—Nov. 14—Export Course on Marine Insurance, Temple University.

PHILADELPHIA—Nov. 15—Foreign Traders Assn. of Philadelphia monthly meeting, Civic Center for Festival of Denmark. Visits to exhibits, 5 p.m.; dinner and meeting, 7:30 p.m. Speakers: **Grant Olsen, Chief of Scandinavian Desk, Dept. of Commerce;** Jorge Jenk, pres., Georg Jensen, Inc., N.Y.

PHILADELPHIA—Nov. 21—Export Course on Calculating C.I.F. Prices, Temple University.

PITTSBURGH—Nov. 14—In-Office Export Workshop, 2 p.m. Sponsors: Commerce Field Office, REEC.

PITTSBURGH—Nov. 17—Pittsburgh Commerce Institute Seminar, Pittsburgh Hilton Hotel, 9 a.m.-4 p.m. Luncheon speaker: **Sec'y of Commerce Alexander B. Trowbridge.**

ST. LOUIS—Nov. 16-17—Businessmen's Consultation, **Edmund F. Becker, Commercial Counselor, Bonn.** Sponsor: Commerce Field Office.

ST. LOUIS—Nov. 21—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: REEC, Commerce Field Office.

SAN FRANCISCO—Nov. 15—Export Finance & Insurance Seminar, Rm. 13450, New Federal Bldg., 9:30 a.m.

TULSA—Nov. 15—Trade Mission Workshop, Tulsa Chamber of Commerce, 10:30 a.m. Sponsors: REEC, Commerce Field Office, Tulsa Chamber of Commerce.

YORK, Pa.—Nov. 21—World Trade Assn. of York monthly meeting, York Area Chamber of Commerce.

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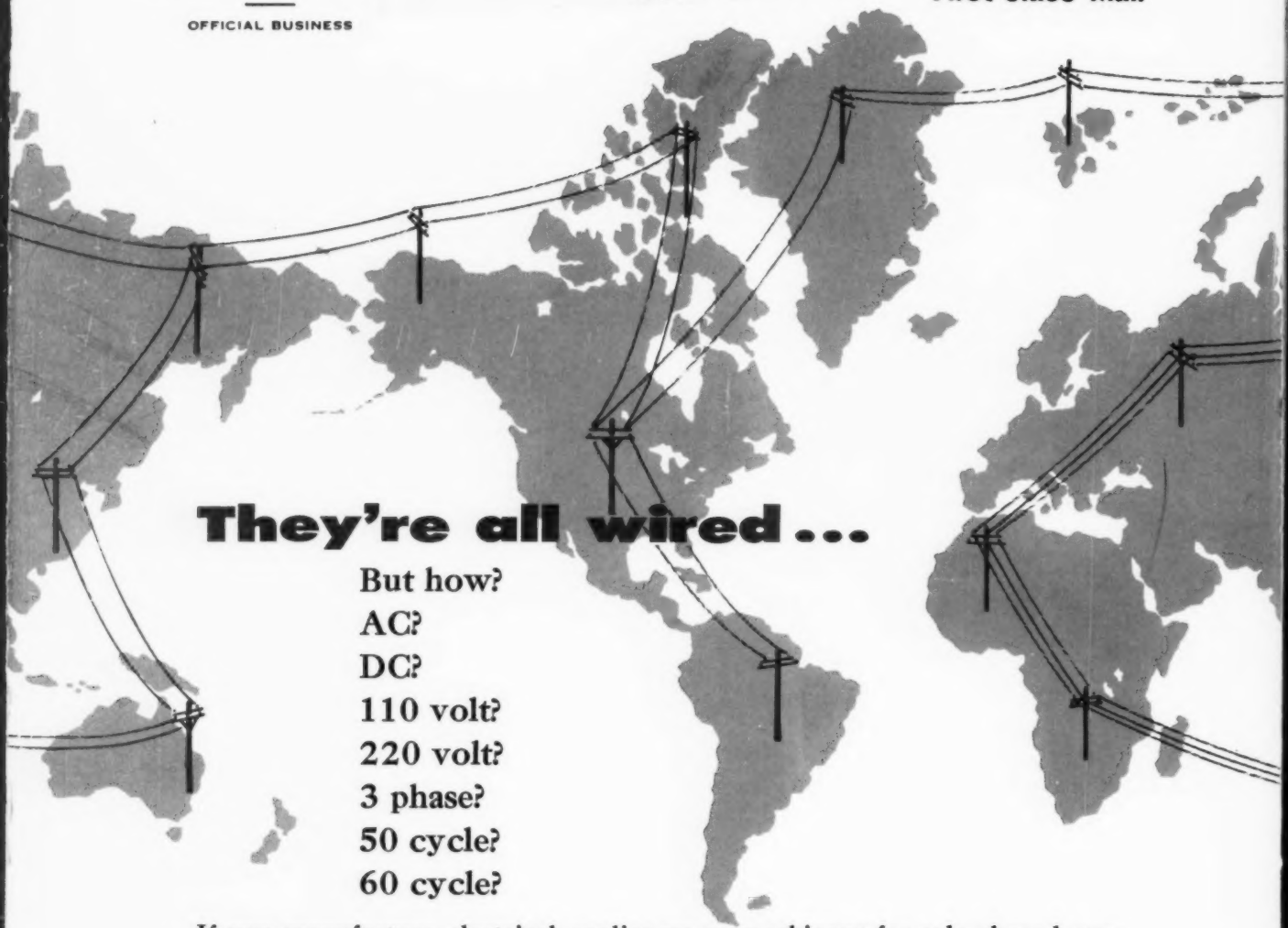

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